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Railroads Seek to Justify Their Intrusion into Warehousing

Trunk Lines Serving New York Apparently Have No Intention of Advancing Storage Rates Admittedly Low—Spokesman for Carriers Informs I. C. C. That An Increase Now Would Be Inexpedient—Summary of the Washington Proceedings in Part 6 of Ex Parte 104.

By STEPHENS RIPPEY

THE Washington hearing in the Interstate Commerce Commission's investigation into the trunk line railroads' warehousing practices at the Port of New York (Part 6 Ex Parte 104) produced, contrary to expectation, no real defense of those operations by the carriers serving that port. In fact, it was admitted by the railroads that their storage rates are too low, but it became obvious that the carriers will fight to prevent an increase.

The railroads doubtless will try to make their case by admitting their warehouse rates are too low, but justifying their maintenance by a contention that in no other way can they hold the much needed traffic which is attracted to their rails by the virtually free storage and insurance rates.

It had been expected the railroads would require a week or ten days in which to put in their evidence. Actually, their evidence was placed in the record in less than two days. The hearing lasted two and a half days—from Aug. 22 to Aug. 24—but something more than half a day was taken up in rebuttal by the warehousemen.

If the warehousemen expected the carriers to produce anything startling, or even convincing, they were disappointed. The carriers for the most part contented

themselves with presenting witnesses to rebut certain specific and usually relatively minor evidence which had been introduced at the New York hearing. No attempt whatever was made to place in the record a wholehearted justification for the carriers' warehouse practices.

This led to the belief that the railroads were overwhelmed by the evidence presented in New York by agents of the Commission and by the warehousemen. Apparently such a clear showing was made that the railroad-operated warehouses are operating below cost that the carriers decided it useless to attempt any extensive rebuttal.

From the character of the evidence they placed in the record it seems obvious that they will base their defense on the question of expediency and the exercise of managerial discretion. There seemed to be no doubt that below-cost warehousing is carried on by the railroads serving New York.

In fact, D. T. Lawrence, vice-chairman of the Traffic Executives' Association of Eastern Territory, the principal witness for the carriers, testified that in his opinion storage rates charged by the railroads in New York are too low, but that it would be "inexpedient" to increase them now, due to competition of various sorts.

THE Washington hearing was attended by several warehouse executives, among them T. A. Adams, Sr., chairman of the Warehousemen's Protective Committee and Chairman of the Manhattan Refrigerating Co., New York; A. B. Drake, secretary of the Lehigh Warehouse & Transportation Co., Newark, and president of the New Jersey Merchandise Warehousemen's Association; Frank A. Horne, president of the Merchants Refrigerating Co., New York, and general vice-president of the American Warehousemen's Association; George A. Horne, vice-president of the Merchants Refrigerating Co., New York; Irvin W. Meade, manager of the Baltimore & Ohio Stores, Inc., New York; H. B. Whipple, treasurer of the New York Dock Co., New York; and Harry E. S. Wilson, president of Campbell Stores, Inc., Hoboken, N. J., and president of the Warehousemen's Association of the Port of New York.

The independent warehouse companies which are members of the Warehousemen's Protective Committee were represented by John J. Hickey as attorney, who appeared on behalf also of the Warehousemen's Association of the Port of New York; the Cold Storage Warehousemen's Association of the Port of New York; the New York State Association of Refrigerated Warehouses, and the New Jersey Merchandise Warehousemen's Association, Harper A. Holt, New York, was attorney for the merchandise division of the American Warehousemen's Association; and Charles E. Cotterill, New York, was attorney for the New York Warehouse, Wharf and Terminal Association, comprising the American Dock Co., Beard's Erie Basin Stores, Inc., Pouch Terminal Co., Fidelity Warehouse Co., New York Dock Co., and Republic Storage Co., Inc.

After being balked at the New York hearing from presenting testimony tending to show the effect of New York storage competition on the Port of Boston, Johnston B. Campbell, attorney for the Boston Port Authority and the City of Boston, won the privilege at Washington because D. T. Lawrence brought in the subject of port competition in his direct testimony.

Mr. Campbell placed on the stand W. W. McCoubrey, traffic manager of the Boston Port Authority, who told how depressed storage rates in New York tended to divert traffic from Boston. Director W. P. Bartel, of the commission's Bureau of Service, who presided, admitted Mr. McCoubrey's testimony over objection of counsel for the railroads and Parker McCollester, counsel for the State of New York.

Mr. Bartel said, he admitted it, however, only insofar as it tended to rebut Mr. Lawrence's testimony that one justification for maintenance of low storage rates at New York was the keen competition between ports. He said no attention would be paid to the question of prejudice as between the different ports.

Throughout Mr. McCoubrey's testimony, Thomas P. Healy, counsel for the New York Central, Walter J. Larrabee,

counsel for the Delaware, Lackawanna & Western, and Mr. McCollester, protested against its admission and sought to stop the witness. Director Bartel, however, ruled it was pertinent in view of Mr. Lawrence's testimony. At one point Mr. McCollester said he would have to insist on an additional hearing to permit New York to produce evidence to show that storage charges were not responsible for Boston's loss of traffic. After the hearing, however, he said he had no intention of pressing for another hearing.

Attorney-Examiner W. M. C. Cheseldine sat with Director Bartel during the Washington hearing, as at New York.

Mr. Bartel set Oct. 22 as the date on which briefs must be filed.

As the hearing concluded, F. E. Brown, counsel for the Port of New York Authority, renewed that organization's request that the Commission broaden the scope of the inquiry to include all other North Atlantic ports, or to institute separate investigations into storage practices in other ports.

Mr. Hickey objected to the request, declaring "all they want is a retrial of Docket 12681."

Director Bartel said the motion would be presented to the full Commission for its action. In view of the Commission's previous action in denying the Port Authority's petition, it is not believed the request of Mr. Brown will be granted.

The early part of the hearing on Aug. 22 was devoted to cleaning up odds and ends that remained from the New York hearing. R. B. Sturm, special investigator for the Commission, took the stand for a short time to clear up a few points in connection with the Lackawanna Terminal.

Judge Hickey placed George A. Horne on the stand to explain engineering and cost details of the Seaboard Terminal & Refrigeration Co., Jersey City. He estimated the Erie Railroad was paying an excess rental of \$45,837 annually. A fair and reasonable rental, he said, would be \$150,500 a year, while the Erie pays \$196,337.

Mr. Horne's testimony was largely of a technical nature, going into costs in considerable detail. He said the warehouse actually was a ten-story structure, but rent is calculated on the basis of a theoretical eight-story building.

Judge Hickey also placed Harry E. S. Wilson on the stand for a brief time to introduce several exhibits. Among these was a letter from Governor Roosevelt of New York to S. J. Steers, chairman of the piers committee of the Warehousemen's Association of the Port of New York, concerning storage at the State Barge Canal terminals.

In this letter, which was referred to at the New York hearing, but not introduced in evidence, the Governor assured Mr. Steers that it was not the intention of the State Barge Canal to compete with private warehouses.

Quoting from Governor Roosevelt's letter:

"You have made the point that such

storage [canal freight] should be purely temporary and not such as to place the barge canal terminals in competition with public warehouses privately owned. On this point there is no difference of opinion as to what the law provides. The authority given is for 'temporary storage' only. The position taken by the Division of Canals and expressed to you by the Commissioner of Canals in his letter of March ninth is that the word temporary raises a question of fact which must be determined by the circumstances of each particular case. I can assure you, however, that the discretion which inevitably rests with the officers of the division of canals to determine what is temporary will not be abused, but that storage at the terminals will be permitted only for a reasonable period to permit orderly transshipment or transfer and that it will not be extended to include the furnishing of storage space in competition with public storage warehouses. In the case of goods awaiting canal shipment such an interpretation must of course be broad enough to allow for delays in obtaining barge space and for interruption or delay of canal traffic."

Mr. Lawrence was the only witness who appeared for the railroads as a group. He was the first carrier witness and occupied the stand about four hours—the longest time of any single witness at the hearing.

He said it was his opinion that storage charges in New York should not be based on actual cost. It is difficult to ascertain exact cost, or even to arrive at an accurate estimate, he said. Competition probably would prevent assessment of storage charges at actual cost, he said. He mentioned specifically truck, barge canal and barge and lake competition as factors tending to hold down the railroads' storage charges in New York.

The witness said he did not believe any considerable amount of goods stored in transit at railroad warehouses in New York was ultimately trucked away. He said he did not think it was anything like 5 or 10 per cent of the total traffic stored—a figure which had been mentioned.

"The railroad traffic managers think the amount trucked away is negligible," he said. "If it is anything like 5 or 10 per cent the railroads should put something in effect to stop it."

Mr. Lawrence brought the question of competition with other ports into the case when, answering a question by Mr. Larrabee, he said the railroads could not adjust their rail rates downward and their storage rates upward because "we fear it would precipitate a rate war with roads serving the South Atlantic and Gulf ports and we would lose more than we do through unremunerative storage rates at New York—if they are unremunerative."

"If rail rates from the South Atlantic and Gulf ports were increased, would you increase your New York storage rates?" Director Bartel inquired.

"No," the witness replied. "If the northern carriers have some advantage

through storage, why should they give it up when the southern lines have a decided rate advantage which overcomes storage charges of the northern lines."

William J. Walsh, attorney for the Commission's Bureau of Inquiry, asked the witness if it was the sole thought of the rail traffic executives that if storage charges were increased the carriers would lose traffic. Mr. Lawrence said that was true.

Mr. Walsh asked if any thought had been given to money losses. Mr. Lawrence said that had been considered also.

"Is it the position of the carriers that the whole rail service should be on a paying basis rather than just a part?" Mr. Walsh asked.

"Yes," said Mr. Lawrence. "It seems utterly inexpedient to try to make each individual service stand on its own bottom."

"Have the carriers given any thought to putting their accessorial services on a compensatory basis?" Mr. Walsh asked.

The witness replied the carriers thought it would be desirable.

"Has it been your experience that this storage is carried on at a loss in a great majority of instances?" Mr. Walsh inquired.

"I wouldn't say a great majority, but in many instances," Mr. Lawrence replied.

The witness said that if the railroads do not get business at the "going rate" they do not get it at all. He said he meant the "going rate" of railroad warehouses—not privately owned warehouses.

"But I don't say that should extend to any warehouse which would lower rates to an outrageous extent," he added.

Answering a question by Mr. Walsh, the witness said the railroad warehouses had to maintain uniform rates.

"Do you think any private industry other than railroads would incur a deficit similar to that incurred by the railroads in storage?" Mr. Walsh asked.

"Not unless that deficit was made up in other ways," Mr. Lawrence said.

"Would the railroads be injured if they increased their storage charges?" said Mr. Walsh.

"Well, they wouldn't dry up, but we should keep all the traffic we can," the witness answered.

"What if the railroads stored goods absolutely free?" Mr. Walsh asked.

"Would that increase their business?"

"I doubt it generally," the witness replied, "though it might in some cases."

"Are you attempting to defend the storage rates at New York," Mr. Cotterill asked.

"That depends on what you mean by defending," Mr. Lawrence replied. "I think the storage rates are too low, but it would be inexpedient to raise them now."

"Is that the position of the carriers?" inquired Director Bartel.

"I think so," Mr. Lawrence said.

This answer precipitated an exchange between the witness and Mr. Cotterill, the latter demanding by what authority Mr. Lawrence spoke for the eastern

trunk lines. Mr. Cotterill asked the witness if his information had been obtained from the railroad vice-presidents since the New York hearing. At that time they testified no agreement had been reached as to increasing the storage charges. The witness said he had not conferred with them since the New York hearing.

Mr. Cotterill tried to get Mr. Lawrence to name vice-presidents he had talked with, but the witness declined to answer

Railroad Intrusion a Problem for Household Goods Men, Too

AT a September meeting of one of the State warehouse associations a household goods storage executive commented that the railroad competition situation was of interest particularly to the merchandise and cold storage warehousemen, but that the household goods branch of the industry need not be alarmed.

Household goods storage executives who decline to "view with alarm" certain railroad intrusions into warehousing will be interested in the following information disseminated by B. Frank Johnson, Fort Worth, secretary-manager of the Texas-Southwest Warehouse and Transfermen's Association, Inc.:

"O. J. Layer of the Merchants Transfer & Storage Co., San Antonio, reports that the Southern Pacific bid on and secured a household goods removal from Randolph Field, San Antonio, to Chanute Field, in Illinois. The movement involved about 40,000 pounds of goods and comprised the effects of sixteen officers who were being transferred.

"The S. P. bid included crating, packing, pick-up at San Antonio, and delivery at destination. Incidentally the price was far below that at which the Merchants Transfer & Storage Co. could have handled it by motor van—that is, without taking a loss.

"It is assumed by Mr. Layer that the crating was contracted at San Antonio and that arrangements would be made at destination for the goods to be delivered.

"This is getting right in line with the system employed by the railroads of England, which are reported to be billing on the complete removal job with every service now performed by warehousemen included."

unless ordered to by Director Bartel. The attorney did not insist on an answer when it was brought out that Mr. Lawrence had received his information from railroad attorneys and not direct from the officers.

Mr. Lawrence admitted that while the question of storage rate increases has been before the railroad vice-presidents, increases had been consistently opposed by the traffic executives.

Further questioning by Mr. Cotterill

brought admissions from the witness that the New York lines have control of the storage situation at New York and that competition by South Atlantic and Gulf lines is not a controlling factor in fixing the charges.

Mr. Lawrence and practically every railroad witness frequently resorted to "I don't know" as answers to questions. The witnesses were exceedingly cautious about answering, and particularly about answering questions outside their own particular field of work. The jurisdictional line was finely drawn, operating men refusing to answer questions involving rates or other subjects which did not actually come under their personal jurisdiction. One witness for the Delaware, Lackawanna & Western even carried this attitude to the absurd length of refusing to say whether there was an officer of the Lackawanna in the hearing room competent to answer a specific question put by an attorney.

Director Bartel called Mr. Lawrence's attention to his statement that competition with South Atlantic and Gulf lines was one reason for maintaining high storage rates in New York.

"If you compete with South Atlantic and gulf ports on import traffic, you also compete on export, yet you maintain higher storage rates than they do on export," said Mr. Bartel.

"It isn't so much a question of maintaining rates," Mr. Lawrence replied. "We already had those rates. They have been in effect years and years. We could not increase import storage rates under present conditions."

"Isn't the difficulty that the trunk line carriers can't agree?" asked Mr. Bartel.

"No," the witness replied. "They are all afraid to increase their rates for fear they will lose traffic."

The first witness at the Aug. 24 hearing was R. M. White, superintendent of the Morris and Essex division of the Delaware, Lackawanna & Western. He testified that the use of excess space on piers 3 and 4 at Hoboken for storage was the only practical use to which it can be put. If not used for that purpose, he said, it would be vacant.

"The space used for open storage at the Lackawanna's Jersey City and Hoboken terminals is on general ground not required for other railroad purposes," he said. "If not used for storage it simply would lie idle. In a terminal such as we have at Hoboken it would be impracticable to attempt to utilize for railroad operation all the land which must be acquired for such a terminal."

Walter J. Northup, president and manager of the Lackawanna Terminal Warehouses, Inc., a subsidiary of the D. L. & W., said his warehouse had felt the competition of other warehouses very severely.

His position was that the difficulties of the New York warehousemen were due not so much to railroad competition as to the general business conditions. At no time, he said, had the volume of manufactured articles been at so low an ebb.

He said real estate values around New

York at present are the lowest in generations, in some cases properties being rented merely for the amount of taxes paid on them. It has become a general practice, he said, for manufacturers to lease cheap loft space at rates far lower than could be quoted by any commercial warehouse.

In addition, Mr. Northup pointed out that some steamship lines allow free storage and that many truck operators provide free storage in their garages. One truck line, he said, rented an old warehouse building in which it gave free storage to its customers.

H. M. Bassett, assistant to the controller of the New York Central, introduced a number of exhibits, compiled from occupancy figures of the Bureau of the Census, the purposes of which was to show that occupancy of warehouse space in New York was greater than in the country generally. He said the really serious situation has been the depression.

Mr. Cotterill brought out that the figures included occupancy of railroad warehouses.

On the last day of the hearing Judge Hickey put Harry E. S. Wilson on the stand to rebut Mr. Bassett's testimony. Mr. Wilson contended the figures used by Mr. Wilson were not reliable. On cross-examination by Thomas P. Healy Mr. Wilson admitted the occupancy figures of the Census Bureau were of little use to the trade because of their incompleteness. He said the figures were misleading, but some warehousemen considered them authentic, while others did not.

H. B. Hannan, supervisor of demurrage of the New York Central, and V. M. Wellman, assistant general land and tax agent of the Erie, testified as to certain specific things brought up at the New York hearing.

R. C. Randall, superintendent of the terminal division of the Erie, admitted his road used box cars for storage, and said it was justified for reasons of economy. Director Bartel asked him if he thought the railroad should charge consignees or consignors for use of cars held overtime when it was using cars itself for storage. The witness said he thought demurrage should be charged.

It was brought out that the Erie now has about 480 carloads of waste paper stored at its Jersey terminals, for which it receives approximately \$3 per car per month. Mr. Randall said the cars were empty Erie Railroad equipment from which no revenue was being received prior to their use for storage purposes.

The witness said barges of the Erie were used only for temporary storage—usually not over two or three weeks while the traffic was awaiting warehouse space.

Mr. McCoubrey was the last witness. He attacked the 8 cents per \$100 insurance charge of the New York railroads. He took exception to a statement made by Mr. Lawrence that storage-in-transit as performed at New York was somewhat different from the arrangements in effect at other North Atlantic ports. He said railroads serving Philadelphia, Bal-

timore and Norfolk hold themselves out to perform storage-in-transit at identically the same rates as are in effect in New York.

He said the railroads serving New York had gone the other North Atlantic ports "one better" by engaging in the insurance business.

ACCORDING to T. A. Adams, New York, chairman of the Warehousemen's Protective Committee, the testimony of D. T. Lawrence, as outlined in the foregoing Washington correspondence, "shows conclusively that railroad companies will not increase their rates to the so-called compensatory basis."

In a statement issued following the Washington hearing, Mr. Adams said:

"From our standpoint it is important to note that the respondent carriers, in the evidence which they have offered, have not attempted to deny the warehouse renting arrangements, the rebates, concessions and subsidies and the warehousing and storage of freight by the carriers at rates lower than cost of service. In fact, the respondent carriers admit that they warehouse and store freight at less than costs of service and attempt to justify that conduct by their statements that the low rates are attributable to competition among themselves for traffic and to their competition with water lines and motor trucks."

Continuing, Mr. Adams said:

"The representatives of the Warehousemen's Protective Committee have been handicapped by the compensatory rate contention which has been championed in this case by counsel for the merchandise division of the American Warehousemen's Association and a few warehousemen located at the port of New York. We do not desire a ruling

by the Commission that the carriers may stay in the commercial storage business on the condition that they charge so-called compensatory rates. Before the public hearings in this case, we felt impelled to go to Washington and inform members of the Commission that the warehouse industry of the country would not be satisfied by such a ruling.

"The compensatory rate proposal, if agreed to by the carriers, would simply mean that in the few cases where the carriers, themselves, store freight, the rates for storage and handling would be raised to the so-called compensatory basis. That will not be a drop in the bucket even if the carriers agreed to it. The increased rates would not be applied in any of the hundreds of cases where the carriers are granting allowances, rebates, concessions and preferred rental arrangements to their preferred warehouse allies. The chief problem throughout the United States as well as the port of New York arises from the unfair competition of the railroad-subsidized warehouses. Any arrangements made as to the so-called compensatory rates will not affect the unfair competition which our members are subjected to by the subsidized arrangements which are being established by the railroads throughout the country.

"In this big and important case, in which we have spent our time and money to obtain the full measure of relief for the independent commercial warehouse industry of the country, we do not want to be side-tracked by the compensatory rate theory, which will afford very little, if any, relief.

"The public hearing stage of the case was completed on Aug. 24. Briefs must be filed on or before Oct. 22, 1932. Then in due course we will receive an examiner's proposed report which will be followed by the Commission's report.

"From our standpoint the case has been handled in a very satisfactory manner. The abuses, of which we complain, affect the commercial warehouse industry of the whole country, and they are of a character which, if not restrained, will undermine the whole system of regulation of common carriers and destroy the power and usefulness of the Interstate Commerce Commission. The investigation was very properly instituted as an investigation by the Commission on its own motion, in which it must perform its duty to make its regulation forceful and effective. The Commission used its investigators to obtain competent evidence from the books and records of the carriers, of the misconduct of which we complain. That evidence was portrayed by the investigators in an able, impartial and fearless manner. The great mass of evidence submitted by the investigators and by our representatives stands unrefuted. At last this vexatious problem of many years' standing is revealed in its true light by an abundance of competent evidence, and we confidently expect a decision by the Commission which will afford us complete relief from the unfair railroad competition in the near future."

Warehousing Wins Its Fight to End Southwestern Lines' Storage and Free Pool Cars

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

THE Southern Pacific and, probably, the St. Louis Southwestern, have voluntarily abandoned free unloading and split deliveries of pool cars, as a result of steps taken by the Warehousemen's Protective Committee and the Texas-Southwest Warehouse and Transfermen's Association, Inc., through their attorney, John J. Hickey.

This means a sweeping victory for the warehousemen without the long delays which would have been necessary had a formal complaint been filed with the Interstate Commerce Commission.

Instead of a formal complaint, Judge Hickey filed a petition with the Commission and the Attorney General of the United States. This was done in May of this year. The result was the Commission sent field investigators to check up on the allegations that the southwestern lines were engaging in commercial

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Are You Liquidating Your Business?

Unless You Are, Quit Slashing Your Sales Force
and Don't Abandon Advertising

Some Timely Philosophy

▲ ▲ ▲
By FRITZ J. FRANK

President, United Business Publishers, Inc.

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OBVIOUSLY the most important duty confronting the management of any business is to take such steps as will insure the continued existence of the business.

Yet today in practically every field we see businesses managed as if they were to be liquidated within a few months. I refer particularly to unwise and excessive conversion of assets into cash. Maintenance of a strong cash position is a mark of good management, but like other virtues, it becomes a vice if carried to extremes.

Slashing of sales forces and abandonment of advertising are simply a matter of converting good-will into cash, an admirable procedure if a company is to be liquidated, but highly dangerous if the business is to be kept operating as a going concern.

Unfortunately for the safety of the business they manage, some men have the mistaken idea that their customers and prospects hibernate mentally during a depression. They feel that when business is bad there is a temporary repeal of the law that people will forget that which is not kept constantly before them.

And there, I believe, is the reason why every depression raises such havoc among established leaders and inscribes so many new names on the rolls of the mighty. Some big fellows become complacent. "No one is buying now," they say. "Let us fire our salesmen, cut down on our advertising, and coast a while. Plenty of time to get back into the running when things pick up."

But getting back into the running is so difficult, so expensive, and oftentimes downright impossible. Set this down as an absolute truth:

No firm can withdraw from active participation in a



Fritz J. Frank

given field, and, after hibernating until the upturn begins, enter the field again with good will undamaged, and its memory still bright in the minds of its former customers and prospects.

People forget. New impressions quickly crowd out old impressions. It is far less costly to maintain a position in a given field than to regain it. I wonder if it is not true that it is even more essential for business to maintain its close contact with its customers in periods of depression than in flush times. When buying is frequent the mere act of placing orders keeps the product before the buyer's mind.

But when the order book gathers dust the buyer tends to forget his former supply source, and unless continually reminded by

word-of-mouth or printed advertising, he is likely to make a change when he reenters the market.

A business cannot stand still. The only way a strong cash position can be kept strong, if no money is spent for promotion, research and product improvement, is to give up the business. Otherwise, taxes, salaries, maintenance, etc., will steadily nibble away the cash, resulting in slow business suicide. And, as history shows, not really so slow at that.

Money pinched from selling and advertising appropriations is not money saved, but simply the sale of a portion of a firm's good-will. To put it another way, it is a matter of borrowing, at a usurious interest rate, on future earnings.

Investors will properly beware of the company that is making big "savings" by failing to do that which will insure its continued existence. In my opinion it does not take courage to promote sales now—it is simply a matter of common sense.

DISTRIBUTION

Its Economic Relation
to Public Warehousing

Number 85

"Gadgets"—Their Relation to the Public Storage Business and Their Influence on Profits. New Ideas, Fresh Experiments, Are Essential to Assure Future of Our Industry. Shall the Warehouse Company Sell as Well as Serve?

By H. A. HARING

IF you try to find the word "gadget" in a dictionary you will be undertaking a long hunt. Only the most recent issue will contain the word at all and, even at that, the definition given may fail to cover the meaning as the term is used by manufacturers at the present time.

Nevertheless, every up-to-date manufacturer knows the word. He probably uses it several times a day—never, however, as applied to his own product; always, with reference to a rival brand of goods.

"Gadgets," in other words, are usually the object of derision when put out by a competitor. When made by one's self, they are something else: something better, of course.

The "gadget," as that word is commonly used in our marketing, is some needless accessory built into the product, designed to offer a selling argument which will make one brand slightly different from all others.

The first automobile to give the purchaser a cigar lighter on the dash was bringing out a "gadget." This little contrivance did not make the car ride easier, or increase the wear of its tires, or lessen the cost of upkeep. It did offer a certain convenience, as every smoker knew the instant his eye fell on the thing. He had, time and again, failed to hold a flame to the match long enough to light his cigar or cigarette.

THREE years ago this very month I went over to Los Angeles from our house in Pasadena. It was the first day I had been in that city that fall. I was shown two models of a tiny radio set, called "midgets" in those days, but which were, to my Eastern eyes, a wholly new product. I saw, or thought I saw, in them a threat to the standard receiving set both in price and in convenience to the user.

So deeply did they impress me that, that evening, I dispatched a night letter by Western Union, counting probably 200 words, to a close friend who was one of the principal makers of radio in the East. I followed this up with a lengthy personal letter, enclosing sketches and printed descriptions of the tiny instrument. Shortly came a reply, which was aptly summed up in the concluding paragraph:

"The whole thing looks to me like an-

other gadget. It's a fad that will never get across in the East. People demand better tone and wider range than this gadget can possibly give them."

But, as events of a single year proved, the "gadget" was a real improvement. The manufacturer to whom I reported it paid no heed to the midget radio until it had swept the country as far as Chicago. He allowed ten months to slip by without a move. Then it was too late. His business has never recovered from the inroads of this "gadget" which, accepted by rival manufacturers before he took it up, gave them a trade advantage which some of them have held to this day.

When one maker of cigars began to advertise a cellophane wrap for each cigar, the other manufacturers just roared with laughter.

"Cigars aren't chewing gum," declared one of them at the time. "All modern

Similarly, in our automobiles, the vanity case is a gadget, and the flower vase, and the second horn, and half a dozen other items. With our railroads, the "air cooling" of the B. & O. a year ago was nothing in the world but a "gadget" which aimed to catch the public by a new appeal. Cooling and properly ventilating and keeping out the dust quickly proved, however, to be something more than a fad. The B. & O. gave its passengers greater comfort—so much greater, in fact, that business men quit the rival lines and rode the B. & O. Other roads, as a consequence, flocked to "air cooling" for their crack trains, so that within a single year the erstwhile fad became standard with all the principal railroads.

When a rival manufacturer announces to the trade a new feature for his brand, others turn up their noses. They snicker "just another gadget." Or their salesmen get red in the face talking about "tricky goods."

Time after time, as with the "air cooling" of the B. & O., the little change in product proves to be, not "unnecessary" or needless, but a real improvement. The thing which was designed merely to catch the prospect's eye developed into something he demanded of all makers.

cigar stands use humidors, where moisture is controlled automatically."

He missed the point entirely. The "gadget" eventually showed the cigar makers some things they did not know, that smokers will buy boxes as readily as single cigars, that cleanliness and sanitary protection, as wordlessly demonstrated by the transparent wrap, will increase the sale. Today one can hardly imagine a good cigar without this wrap. What began as a "gadget," pure and simple, was an improvement in disguise.

Four years ago the market for washing machines began to weaken. So many new manufacturers had come out with machines that competition grew worse and worse. Nor were the newcomers the sort of concern to be passed up by older makers—names such as General Electric and Westinghouse were enough to make Maytag and Syracuse and Thor do some worrying.

Then the manufacturers, old quite as much as new, began to think hard.

They discovered improvements in their own washers such as no one had dreamed possible. Most of all they found it practicable to produce a small machine, portable in form, which need not fill up the basement but which could be slipped into an ordinary closet when not in use and set up on the kitchen sink for two hours a week. First models were derided as "gadgets" and other names much worse. Especially was this the case when their price was announced at \$69.50, because this was about half the standard price at that time.

But, as with a world of other things in America, the smaller machines caught the fancy of our women. Tens of thousands of them had no basements, because their homes are apartments or bungalows without cellars. They were by no stretch of the imagination a market for the old-style washer but were for the new.

Shortly another "gadget" came into this same industry.

Some one devised a method by which the washer could be used for dry cleaning at home. This "gadget," in something like two years, has entirely transformed the entire industry. All manufacturers, or nearly all of them, have quit yelling "gadget" and are advertising washing machines at prices as low as \$39.50—one hundred dollars under the price of three years ago—these being machines of the portable type which will both wash the family's clothes and dry clean any garment.

These "gadgets" have rejuvenated the whole industry.

Maytag, the leader, suffered a serious eclipse of sales volume for two years, with a slump of 40 per cent in 1930. But, as now rejuvenated, Maytag's comeback has been phenomenal. Early in July, 1932, this company was able to announce over the signature of its president that more than two million of its machines are today in use and that:

"Our records show that during the first six months of 1932 we sold 97 more Maytags than in the same period of our most successful year—1926, the year we made a national record for Maytag sales!"

All the new-born competition from successful manufacturers of other lines who have taken up washing machines "on the side," all the terrible price-slashing of these years, the threat from the "mid-gel" type, and, lastly, the dry-cleaning "gadget," have in the end advanced the industry. The "gadgets," in other words, have once again proved to be real improvements and not passing fads. Each "gadget" was, however, in the beginning adopted by some venturesome manufacturer just for the sake of having something "different" to sell.

The result is identically what all of us have seen times without number. Some needless angle of the business strikes popular fancy, or happens to enhance the real value of the product, and suddenly becomes a money maker.

Only this summer we had in New York

City a queer demonstration of the "gadget."

Someone whose identity is uncertain, but who was unemployed, became weary of selling apples on the street corners. He cast about for something else to sell and made a try of white linen caps for men. He bought these for \$1.75 a dozen and began selling them on the street for 25c. each.

To his own great surprise the first dozen went in a few minutes. Before night, that first day, he had started a new "gadget" for the hat-and-cap-makers of Manhattan. Both caps and hats, for men, made of white material, linen or cotton or what-not, became the rage for two or three months. The streets were cluttered with sellers, each of whom was lugging an immense carton of the "hats" at 25c.; jobbers' stocks were shortly exhausted; manufacturers hung out signs of "Help Wanted" and, before the end of June, reports were that 700 men and women were employed in the factories. Goodness knows how many "unemployed" were fighting on the streets to sell the output.

The end is not yet.

This fad woke up the manufacturers.

In 1932 it hardly got beyond New York City. Next year white hats and caps will be everywhere, sold for a price that permits use for a brief time and then throwing them away. The hat makers are taking the cue. They have discovered a big demand for men's hats and caps at this low price—a market hardly competing with the dollar values but a market which will counteract the growing habit of going hatless more than half the year. This unidentified "unemployed" youth, with his "gadget" in hats, has done for that industry what Helen Wills did for the makers of eyeshades when she suddenly popularized that article.

No. Many a "gadget" is that and nothing more. A flash in the pan and soon forgotten! But not always, for, of these "gadgets" a few prove to be the seed of real improvement for the industry.

Those who devise a "gadget" may be looked upon as fools or simpletons—especially if the new thing turns out to be only a passing fad. Those who first launch the "gadgets" which succeed are known, to the next generation, as "inventors." They are rich men, often quite as much due to accident as to any immense quantity of brains behind the original "invention."

"Gadgets" in Warehousing

WAREHOUSING, too, has had its "gadgets."

Eight years ago—maybe it was nine, because in my memory the exact year is a bit vague—the Erie Railroad hesitatingly experimented with what they then called "store door delivery" in New York City. At that time the president of another railroad remarked in a group of five or six where I myself happened to be:

"The poor old Erie! Always trying

to do something to edge in on the rest of us in New York! This fad will go up in smoke in two months."

But, today every reader knows that this rival president was dead wrong. The Erie may have touched off a stick of commercial dynamite; but most certainly its use of trucks to bring the freight station closer to the shipper sparked right with the public. The other roads had to follow suit. Now all of them are so deep in trucking at both ends of the line haul that even an expert accountant cannot tell whether it pays them or not to transport freight over their rails. The "gadget" has become more important in their competition for traffic than a thousand miles of steel rails!

Thirty or thirty-five years ago, when the first cold storage warehouse was completed in Cleveland (Sheriff St. Market & Storage Co.) its general manager, who was also at the time president of the American Warehousemen's Association, was severely criticised by his directors for making loans to storers against the security of their goods in store. These directors told him that loaning was the business for a bank, not for a warehouse, and that such loans were a needless lot of work for the warehouse.

The meeting was adjourned, with this question still in the air.

Before the next meeting, however, the manager had marshalled an array of facts sufficiently convincing to win over the opposition. To make such loans, he demonstrated, might be a new thing for Cleveland. It was not new to the industry. Chicago and New York had inaugurated this new feature of warehousing service for cold storage patrons. It might be a "gadget" but it was the one sure way to control volume in store, for the simple reason that so many commission men and food jobbers were unversed in the habit of applying to a bank for a loan. Their embarrassment, and their unfamiliarity with banking jargon, defeated the application before it reached the discount committee.

Loaning money on goods in cold storage was considered, at that time, unethical among the warehousemen themselves. It has been told me that early conventions of the senior national association were torn into two groups over this "bitter" subject! But, in this day, can you picture a cold storage house without facilities for loaning on the goods? The "gadget" of 1902 is the universal practice of 1932.

Or, in merchandise warehousing, think of the single package delivery. The convention reports contain some fine sarcasm over this problem.

It was stated that no warehouseman could afford to select out a single package for delivery, unless he made a charge for the additional service. At least 25c. ought to be added to the invoice! It was charged that the big city warehousemen were ruining the industry by offering any such service to patrons. And the reason was: a warehouse handles bulk goods only—not packages.

To deliver out of store less than a dray-load (that was before the word "motor truck" had come into the English language) was unthinkable.

Any warehouse which offered to bother with single packages was, in those days, "gadgating" the industry. For instance, I have in my files the announcement of a certain warehouse, issued by a prominent banking firm in 1907, when the bank was marketing an issue of 6 per cent mortgage bonds on a new warehouse structure. From this printed circular I quote the following:

"The management of the ——— Warehouse Company is capable and progressive. A service new to the industry will be offered which, owing to the company's established dominance of the cartage business in this city, promises to be highly lucrative. The ——— Warehouse by painstaking investigation has satisfied itself that warehouse patrons desire the handling and delivery of smaller lots of their goods than have prevailed in the past.

"The new ——— warehouse building will install the most improved facilities for handling single packages and less-than-load lots. No other warehouse in the State offers comparable facilities. "For this new service an additional charge will be made. Preliminary inquiries among patrons indicate that such a charge will be acceptable. . . . It is confidently estimated that the income from this service alone will meet one-half the annual charge for interest on this issue of bonds."

And, as the forthcoming years were to prove, that management was indeed "capable and progressive." The president of that warehouse became a president of the A.W.A.; the warehouse company itself was successful.

That "gadget" of 1907 looks today as queer as a lady's hat and skirt of the same year would on the Boardwalk at Atlantic City!

Although I know nothing of its history—having never stumbled upon the story—I would expect to learn that when the first merchandise warehouseman offered office room to a patron he was loudly called to account. In all probability he was told by fellow-warehousemen that he would "ruin the business," and worse things of dire import. I can imagine, too, that the first offer of a C.O.D. delivery for benefit of the warehouse patron met about the same stingy reception.

But, as events have amply shown, the "gadget" of one day becomes the accepted thing of the next. Progress is the outcome of endeavors to improve our condition. Each step of improvement looks decidedly queer at the time it is first proposed. We question its value. We call it hard names and vie with each other in hurling sarcasm upon the unfortunate man who initiates the method. Just the moment he shows it is a "coming thing" the entire industry rushes in to copy-cat and to outdo his feeble efforts to gain acceptance for the "gadget."

Indeed, if our warehousing were not to have "gadgets" from year to year, we might be sure that it is a dying industry.

New Technique Essential

SHORTLY before his death, Thomas A. Edison uttered this dictum:

"Any industry without new problems to bother its membership is on the sure path to a mummy's grave. New things, new ideas, and new methods are the one and the only path of progress."

Unless our warehousing does new things, unless it finds new "gadgets" which prove to be real improvements, it will surely die. The industry must grow and develop. It must fit changing conditions in the business world. If it fails so to do, the industry will fall by the wayside.

It is well, possibly, to remember that in city after city the first undertaker who put into service an automobile hearse gave a severe shock to the good people of his community. For thousands of years we and our forefathers had associated slow movement with a funeral—the more measured the pace, the greater the respect for the dead! Leading cemeteries refused admission to the new speed hearses; it was two or three years before the principal cemetery in such a city as Cleveland yielded. Now, even the most rural of settlements has forgotten the horse-drawn vehicle for a funeral.

Early introduction of motor trucks for distributing goods from the warehouse met a similar reception. It was a needless extravagance in the eyes of many. The "gadget" has now become the necessity. Business cannot go on without it.

Nor is the end yet.

In other industries this period of depression has taught a great lesson. Warehousing, too, must adopt a new technique in selling its services, with new ideas to freshen up the sales story. That "old, old story" of cutting costs through the public warehouse needs to be retold in a new way. The new "way" requires "gadgets" or the equivalent for a talking point.

A leading manufacturer of household equipment, in a personal letter, states the case, as he sees it, in the following manner:

"The great need in the industry right now is not higher prices, but we need merchandise with specialty features which will permit and justify higher prices and which will actually encourage our salesmen to go out and sell the extra features rather than having them feel, as they do in so many cases right now, that there is no difference between higher-priced and lower-priced machines except in shape, color of paint, etc. Our salesmen always say that all our machines are just as good as any single one in our line, and, since we ask for extra money, we give the woman some extra attachment in return for it.

"We require something new and hot and special. This will re-inspire our salesmen to go out

after business rather than just sitting around and waiting for it."

Something "new and hot and special" broke into the automobile field two summers ago.

Studebaker announced "free wheeling." Other manufacturers scoffed at the idea. Some of the more aggressive of them induced various traffic officials to issue rulings against "free wheeling" on the public road, with terrifying tales of the risk involved.

But they could not stop the stampede of buying that rewarded Studebaker for this "gadget." That company quickly climbed from twelfth in sales volume for passenger cars to tenth place; then, in a single month, it passed four other makers and stood in sixth place; the next month, it ranked fifth, and maintained that position for four or five months. It has, ever since that summer of 1930, sold a higher proportion of cars and held a better rank than before that innovation of "free wheeling."

And, as the world knows, the others soon saw that the "gadget" was a real improvement. Within a year, advertising one fanciful name and another, all leading makes of automobiles adopted the principle of "free wheeling"—without which, today, a car is not modern.

Warehousing's Future

ONE recent "gadget" in our warehousing is that of offering a "sales service."

For years the merchandise and cold storage house has claimed to do for the patron "everything but sell the goods." The warehouse has looked after the physical handling of the goods from railroad car to the hand of ultimate consumer. It has rendered accessory services, such as collecting and remitting the money, invoicing on the manufacturer's forms, passing on credit information and market hints.

But the warehouse has stopped, stone dead, at the stone wall of trying to sell the goods. It refused to solicit orders.

Of a sudden, however, many warehouse accounts are no longer satisfied. They have learned, only recently, that it was costing them too much to land the order. The sales office has been abolished for the sole purpose of reducing costs, and, with less selling in the territory, the volume of course has fallen off. Each month they see less and less reason for maintaining a spot stock in a market where sales are disappearing.

This condition, for a large concern, does not result in withdrawing from that market. The company is still justified in operating with a skeleton sales force. But, for hundred of smaller manufacturers, there is no alternative. Willy-nilly, the stock is withdrawn and not replenished; and the market is abandoned. The manufacturer dislikes to give up even a small volume, but, when that volume entails costs above income, he must face the facts and surrender.

From these smaller concerns has arisen a real need for a sales service from some outside agency. It may be

—in fact it surely is—a "gadget" for the warehouse to come forward with a plan for trying to sell the goods, but, without a doubt, such a suggestion is welcome. No matter what form the sales service may assume, the warehouseman gets a hearing. The manufacturer is in no haste to close the interview.

"The easiest way to get to the real head of an account," says one warehouseman to me, "is to send word ahead that we are submitting a plan to help his sales. There's no cooling of our heels in the lobby! In we go, to the top man right away, and he listens to our story without fiddling with the papers on his desk."

The sales service may be of many forms. It is not likely to be the same for all accounts, because their needs are different.

A simple form is for the warehouse to connect the manufacturer with some broker or free-lance salesman in the city who will take on the line on a commission basis. This idea appeals mightily to the manufacturer who has just cut off a fixed expense for a branch office. He grabs at a plan which saves him from inflexible costs and which compels the cost to run parallel with volume sold.

One warehouseman who has brought about nine such arrangements (within seven months) is delighted with the results.

A typical arrangement, for this house, is that the salesman has an office in the warehouse building. Regular rental is charged, the payment coming from the salesman from his earnings. The warehouse then accepts orders as obtained by the salesman; makes the delivery; sends out the invoice or makes report to the home office for billing by themselves; collects the money or not as desired.

The salesman is paid a commission. This runs from 5 per cent to 8. The average for the nine contracts now in force is 7.2 per cent of the sales.

Dual Proposal

THIS warehouseman then proposes to the manufacturer two things:

1. The storing and handling of the goods to be on the usual warehouse basis, as agreed between patron and warehouseman.

2. The patron to pay the warehouse an "over-riding" percentage of one-half of one per cent of the sales volume. For this half per cent the warehouse renders the sales services already mentioned but waives all billings for invoicing and billing, shipping charges and handling.

The only "extra" is that, whenever desired by the patron, the warehouse will make a special credit report for any customer or prospective customer in order to give the distant patron the most up-to-the-minute information from local sources. For these credit reports \$1 apiece is charged.

Now the underlying purpose of a "gadget" is to help the selling. This warehouseman, as I see his plan, does just this thing. He goes to the manufac-

turer with something new, and something which makes a strong appeal. It is a plan. A plan, too, to make money.

But, by this plan, this warehouseman does more than help his selling. He increases his earnings.

Were he to approach the same account with a plea to raise warehousing rates or to superimpose a charge for the shipping service, he would rouse opposition. Every reader knows how it goes! But this warehouseman is willing to entrust his own income to the new plan. He proposes one-half per cent as an over-riding commission. No sales, no income for the warehouse! But, if a sale is made, the patron is quite willing to pay out a total commission of 7.7 per cent, for, when this is paid, all expense for selling and "sales service" is wiped out. And, the warehouse has earned more than it could possibly dream of getting under any scheme of "special" or "extra" items in its billing.

Whether one salesman represents a single manufacturer or a group of them is a question of circumstances.

Another warehouseman, owner of a small house in a city of less than 100,000, tells of an interesting experience.

"I went to Detroit," says this man, "for one thing and only one. I went to find out what the men are doing to get business.

"Most of them weren't doing much. Unless grumbling and growling is 'doing'—which it isn't. The only real idea I brought back home was to try to do something to help our accounts to sell goods. That idea sounded reasonable. Anyway it wouldn't cost me much to give it a fling.

"Mine is a one-man warehouse. You know, I'm the manager and the only salesman and the trouble-shooter and all that. Well, I picked out three of our accounts that hadn't been doing much and I queried each one of them. Would they pay me \$10 for every sales lead I gave them that brought in \$100 of sales? Under \$100 I offered to give it all to them.

"Of course they would.

"After I had made four sales and earned \$40 for the warehouse I had a caller—the district manager for a metal lath company. It had paid me \$20 of those forty dollars. He wanted to know my 'game,' for he'd never heard of such a thing and the home office was wanting to know whether I was a crook or a nut. He said I had sold more lath in a month or six weeks than their man had sold in a year.

"It ended by their offering me 3 per cent on everything I dug up for them and they promised a man would come down from the Buffalo office to close up big sales. All I had to do was find the customer and get close to him."

This experience gave him a hint. By the 28th day of July, when last this warehouseman talked with me, he had earned \$627 for his house, and—

"Every account that's landed a sale through me has increased its stock in store. That's that and pretty nifty, don't you think? I've an idea they'll stick with us."

The reader will undoubtedly agree with him.

Warehousing is a service. It does not offer the patron a piece of merchandise which the customer may handle and operate. It does the more intangible thing of serving. The warehouse cannot change the color of paint on the goods, or add a clever contraption such as will give new uses to the product. The only thing possible for him to offer is to aid the selling of the goods; for, after all, the warehouse is but a link in the distribution of goods from factory to consumer.

The "gadget" of warehousing is, therefore, not a thing of paint or metal. It is a willingness to do services which the distant patron is unable to do for himself. And, at just this time, no "gadget" is more likely to win favor than some plan which will push upward the manufacturer's volume of sales. The manufacturer has cut down stocks because sales are off. If the warehouse can "gadget" the sales, quantities in store will go up and the warehouseman's earnings also will move in that direction.

A Caution

BUT, remember, the "gadget" is something added to the original product. The "gadget" never becomes more important than the thing itself.

The warehouse should not sell "gadgets" altogether. So long as the "gadget" serves to aid the chief business—which is storing and handling goods through the house—the "gadget" remains in its proper place. But if the warehouseman makes too much of the "gadgets" he will shortly be in another business: a seller of fanciful words and not a warehouseman!

A cautious manager will make generous use of the "gadget" but never become a slave to any such idea. He will also never overlook the fact that a "gadget" is good if it leads to real improvement; it is no good if it gets nowhere. In that case it should quickly be dropped, as all fads are bound to be. Yet it is the history of America that new ideas have made us the richest country in the world, and we know, from observation, that "new things" have created our millionaires. That, at first, they were called "nuts" and "addle pated" means not a thing: the "new thing" proved to be of use and won out.

So it is with our warehousing.

Unless new ideas and new experiments are tried, the industry will slip and finally die. If, on the contrary, warehousing fits itself to our fast changing commercial life, its future is assured.

Weicker Expands

The Wiecker Transportation Co., identified with the Weicker Transfer & Storage Co., Denver, has acquired the White Truck Line, operating between Pueblo and southern Colorado mining communities. Jesse B. Kenner, manager of the White organization, has been retained as manager at Trinidad.

Government Competition Attacked at Congressional Hearings

House Investigating Committee Hears Warehousing's Indictment
of Federal Intrusions. Ashburn Defends Barge Line Operation

WAREHOUSING'S story of the Government's intrusions into warehousing's fields of operations has now been spread on the records of Congress.

The House committee, headed by Representative Joseph B. Shannon, Democrat, of Missouri, created to investigate Federal competition with private business, has been holding hearings in recent weeks in South Bend, Ind., Memphis, New Orleans and Washington, and the American Warehousemen's Association took the opportunity to tell in detail about the storage policies of the Government-subsidized tax-exempt Inland Waterways Corporation operating the Federal barge lines; about the use of Government-owned Army Base space for storage; about the Department of Agriculture's administration of the United States warehouse Act, and about the Farm Board's administration of the agricultural marketing Act—four phases of the Government competition which has infringed upon privately-operated and tax-paying warehousing.

At the Washington hearing the Inland Waterways Corporation's defense of the charges made against it by warehousemen and others was voiced by Maj.-Gen. T. Q. Ashburn, chairman of the corporation, on Sept. 15, when he occupied the witness stand from 10 a. m. to nearly 6 p. m.

Only a small part of Gen. Ashburn's testimony was directed at the warehousemen's charge that the Federal barge lines store goods free or at rates far under the

lowest that can be offered by private warehousemen. He was admittedly at a disadvantage because the transcript of the hearings at South Bend, Memphis and New Orleans, where testimony affecting the barge lines was put in the record, had not arrived in Washington. Accordingly he was unable to answer specific allegations which had been made at those hearings.

Perhaps the high light of Gen. Ashburn's testimony was his statement, made after considerable questioning by committee members, that the barge line system should be in position to cease operations and turn its business over to private enterprise within five or ten years if no further extensions of the service are undertaken meanwhile.

Gen. Ashburn contended that the system at present was operating at a profit, having a credit balance July 31 of \$8,788. He said the net profit for the seven months ended July 31 was \$285,209, but that the corporation had a debit balance of \$276,421, which had to be wiped out.

The "profit," of course, did not take into consideration interest on investment, taxes, overhead and other expenses faced by private operators. Gen. Ashburn's attitude was that Congress had made no provision for the corporation to charge in these items, so they should not be charged in. Committee members tried to get him to admit that the corporation would show a deficit if such items had been charged in, but Gen. Ashburn preferred to say "they are not there, so why charge them in?"

Waterways Corporation Chairman Testifies at Hearing in Washington

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

THE Shannon committee's session at Washington soon degenerated into a debate between Gen. Ashburn and Representative Robert F. Rich, Republican, of Pennsylvania, with the latter holding the floor most of the time. The Congressman's oratorical efforts were wasted, however, for he failed to convince Gen. Ashburn that the Inland Waterways Corporation was the monstrous thing which Mr. Rich seemed to consider it.

Nevertheless the discussion brought out a number of interesting points and succeeded in rousing the ire of the corporation's chairman on several occasions. In fairness to him, however, it must be said that he conducted himself with commendable restraint in the face of considerable provocation, especially when Mr. Rich accused him of trying to perpetuate himself in office and of making a job for his son. Unlike many wit-

nesses who appear before Congressional committees, Gen. Ashburn appeared entirely frank and made no attempt to answer questions by dodging or through the use of "careful" language.

Gen. Ashburn didn't even resort to the subterfuge so commonly adopted by witnesses—and so noticeable in the Washington hearing on the New York railroad warehouse investigation—of limiting his answers to matters coming within his own personal knowledge. For example, when Mr. Rich asked what was the object of the Government in starting the barge lines to compete with private citizens, Gen. Ashburn replied:

"It wasn't a question of competing with private citizens. The Government has adopted the policy of fostering water transportation and has spent \$1,500,000,000 on waterways and spends many millions every year for their maintenance and improvement."

The witness denied he ever had advocated extension of the barge lines to the upper Mississippi River. This, he said, had not been advocated by anyone in the Government, but was a result of

(Continued on page 17)

Little Is Spokesman for Warehousing at South Bend Hearing

AT the Shannon committee's hearing in South Bend, Ind., on Aug. 22-24, Wilson V. Little, Chicago, executive secretary of the merchandise division of the American Warehousemen's Association, expressed that organization's "opposition with respect to the activities of the national Government that are in competition with the businesses of its citizens and taxpayers."

Calling attention to the fact that the A. W. A. is a national business organization with more than 500 members in some 200 cities, Mr. Wilson mentioned Federal barge lines, the United States Warehouse Act, the Army Bases and the Agricultural Marketing Act as examples of "governmental intrusion into the field of private enterprise"—public warehousing.

"As taxpayers," Mr. Little told the Shannon committee, "the warehousemen represented by this association wish emphatically and vigorously to give their

support to the general principle that the tax-spending governmental agencies are going far beyond the proper functions of government when they undertake to perform services in competition with citizens of the United States who have invested their capital in facilities to perform those services and upon whom the country must primarily and in the final analysis be dependent for the performance of these services. The American Warehousemen's Association joins in taking the position that Governmental agencies shall be made to cease all activities that they now engage in that are injuriously competitive with the businesses of taxpaying citizens.

"In particular, there are at least three phases of this Governmental intrusion into the field of private enterprise that the public merchandise and refrigerated warehousing operators of the country object to and hereby complain against. These are:

"1. The storage practices of the Federal barge lines.

"2. The administration of the United States warehouse Act.

"3. The utilization of surplus space in Army Bases for public storage purposes.

Barge Lines

"With respect to the Federal barge lines, operated by the Government-owned Inland Waterways Corporation, this carrier by water, in its Freight Tariff No. 9-I, offers warehousing service for the storage of sugar in its facilities at Helena, Memphis, Peoria, Rock Island, St. Louis, St. Paul, Minneapolis, Vicksburg, Birmingham, Holt, and Mobile. At these river ports the Federal barge lines offer to store sugar in transit without making any change for handling, and their rate for storage is one and one-quarter cents per 100-pound bag for the first sixty days or fraction thereof. At Minneapolis and St. Paul no charge is made at all for storing sugar for the five-month period between Nov. 1 and March 31.

"This charge of one and one-quarter cents per 100-pound bag made by this Government agency for a 60-day period, compares with eight to twelve cents per bag ordinarily assessed by public merchandise warehousemen for a like period. The five-months' free storage at Minneapolis and St. Paul compares with at least 13 cents per bag that warehousemen in those cities must charge if they are to be adequately reimbursed for the cost of storing sugar for five months in their plants.

"The sugar refiners of the country have always required warehousing service in the marketing and distribution of their product, and they have looked to the public merchandise warehouses of the country to take care of this need for them. The result has been that a great deal of private capital has been invested in public warehousing plants in the prospect of serving the sugar refiners in this connection as and where required. In fact, warehousemen have, in large measure, depended upon the storage of sugar as one of their main sources of revenue.

"When the Government's Federal barge lines made available to them storage facilities at these river ports named, at little or no cost, it was to be expected that the sugar refiners would take advantage of them. It is a fact that large volumes of sugar are now being stored by this Government-owned agency in many of its terminals from one end of the Mississippi Valley to the other.

"There has been no appreciable increase in the aggregate traffic movement of sugar since the Federal barge lines instituted these storage arrangements, so that it may be said that the sugar now being stored in such large volume in its terminals has, for the most part, been diverted from the plants of taxpaying citizens—warehousemen who formerly enjoyed this storage business and who had put their money in facilities to handle it. This sugar would, for the most part, now be in these public warehouses, built by private capital in response to a definite need on the part of sugar refiners, were it not for the ruinous competition of the Government in its furnishing the refiners with warehousing service for nothing or next to nothing.

"The public merchandise warehousemen who have thus had this storage business taken away from them in competition with an agency owned by their Government are located not only in the Mississippi Valley and territory adjacent thereto, but there are warehousemen on the Pacific Coast who find that sugar storage that they have heretofore taken care of has likewise been diverted to these Government-owned facilities at Mississippi and other river ports.

The Warehouse Act

"Another phase of this injurious intrusion of the Federal Government in competition with private enterprise to which exception is taken by the public merchandise and refrigerating warehousemen of the country relates to the manner in which the United States warehouse Act is being administered.

"This Act, passed by Congress in 1916, at first applied to the warehousing of grain, cotton, wool, and tobacco. The Act was designed to provide a bonding and licensing procedure by the Government's Department of Agriculture for warehouses storing these commodities, which procedure would facilitate the financing and marketing of them through assuring to lending banks the integrity of the warehouse receipts that would be offered to them as collateral. Because grain elevators and warehouses storing these staple and bulk commodities are often located at points remote from the banking centers and therefore are inconvenient for bankers to make personal inspection of them as to their integrity and the value of their receipts, there may have been some excuse for this legislation.

"However, as the years have gone by, the Act has been extended to apply to other agricultural commodities, such as canned fruits and vegetables, dry beans, dried fruit, nuts, potatoes, cold pack

fruits, seeds, broom corn and sirups. A bill is now before Congress that would make the act apply to logs, poles, shingles, and other lumber products, it being desired to make the term 'agricultural' as used in the Act to include lumber. Most of these extensions to the Act have been initiated by, or had the sponsorship of, the Government's Department of Agriculture. They have generally related to agricultural commodities regularly stored with public merchandise and refrigerating warehousemen under circumstances dissimilar, for the most part, from those commodities for the financing and marketing of which the Act was originally intended.

Protests in Vain

"The public merchandise and refrigerated warehousing industries of the country have protested, to no avail, against the extensions of the Act to these commodities that are commonly stored in their custody, their protest being based on the fact that their receipts have always been readily acceptable by banks as collateral, long before there was any United States Warehouse Act—or any Department of Agriculture, for that matter. The warehousemen represented by this association saw no need for these extensions, regarded them as unwarranted Governmental intrusion into the field of private business, and considered them indicative of the tendency of a Governmental bureau to enlarge the scope of its activities and to build up a large bureaucratic personnel not originally contemplated by Congress.

"The appropriations in the Department of Agriculture to be expended for the administration of the United States warehouse Act increased from a few thousand dollars in 1916 to \$295,000 for the year ending June 30, 1931 and to \$312,000 for the year ending June 30, 1932.

"Approximately 926 warehouses held licenses under the United States warehouse Act at the beginning of this year, an appropriation per warehouse licensed of approximately \$350 per year. Of the more than 500 public merchandise and refrigerated warehousing companies constituting the membership of the American Warehousemen's Association, scarcely a dozen are licensed under the United States warehouse Act, showing conclusively that the licensing feature of this Act is of no value whatever to the regularly established public merchandise and refrigerated warehouse companies.

"Some of the money appropriated to the Department of Agriculture for the administration of the United States warehouse Act is being used to send salesmen about the country encouraging the formation of new warehouse companies, particularly 'dummy' corporations to be set up by agricultural procedures, canners and other processors, so that they may be licensed by the department to issue Federal warehouse receipts on their own packs and other stocks in the custody of the 'dummy' cor-

puration and hence in their own custody. In this manner, the number of licensees would be increased and the apparent usefulness of the bureau administering the Act would be convincingly demonstrated.

"Aside from this, the purpose of permitting an agricultural producer or processor to issue Federal warehouse receipts, directly or through the subsidiary, 'dummy' company, is to enable him to borrow money on his merchandise from banks that will accept the Federal warehouse receipts as collateral.

"However, the Act states that only a warehouseman can issue a legal warehouse receipt. The law defines a warehouseman as a person, firm or corporation that is engaged in the business of storing goods for hire. These people to whom we refer that the Department of Agriculture is thus licensing as warehousemen are not warehousemen for the reason that they are not in the business of storing goods for hire, and their facilities are not offered to the public for warehousing purposes. They are confining their storage to their own goods, and in so doing the receipts that they issue are not legal warehouse receipts, even if they have the sanction of a Federal department. Rather, they constitute an evasion of the intent and the letter of the Act.

"In thus encouraging and permitting the issuance of Federal warehouse receipts by people storing their own goods exclusively, whether directly or through a 'dummy' corporation, the Government's Department of Agriculture is doing all that it can to divert from regularly established public merchandise and refrigerated warehouses business that legally and otherwise properly belongs to them.

Army Bases

"The American Warehousemen's Association strongly condemns the administration of the United States Warehouse Act by the Government's Department of Agriculture as unwarranted intrusion into those fields of warehousing that the association represents, and as typical of Governmental bureaucracy at its worst.

"Another matter that is giving concern to warehousemen as involving Government competition with their business is the utilization of certain Army Bases for public warehousing purposes. We refer particularly to those properties that were constructed during the war at Boston, Brooklyn, Port Newark, Philadelphia, Norfolk, Jacksonville, and New Orleans, to house and distribute war supplies and for which the Government apparently has no need during peacetime. Since the war these properties have been under the control of the War Department or the United States Shipping Board.

"Regardless of how well these Government agencies have sought to operate or dispose of them, these Army Bases have constantly been a menace to public warehousemen local to them. Throwing them upon the market for

public warehousing purposes in competition with these warehousemen would prove calamitous to the latter.

"The Base at Boston has caused a great deal of concern to warehousemen there because of the large amount of storage space available at the Base in proportion to the public merchandise warehouse space in that city. From time to time the question of disposing of the Base has been before the Shipping Board for decision, and the Boston warehousemen have had always to be on their guard to see that their interests were not adversely affected. In this they have not always been successful.

"The same might be said with respect to the large Base at New Orleans, which is under the control of the War Department.

Port Newark

"The worst situation connected with the disposition of any of those Army Bases, however, was the lease by the War Department of the Base at Port Newark, N. J., to the Mercur Corporation, having a capital of \$10,000. The Port Newark Base comprises 136 acres, and the property and improvements cost the Government \$11,000,000. It was leased to the Mercur Corporation in November, 1926, without public bidding, at \$1 per year, with the proviso that 95 per cent of the net revenue from the operation of the Base should be devoted to betterments, repairs, and renewals under the advice of the quartermaster general of the Army. In the years since, there have been supplemental agreements to some extent modifying the original lease. However, the arrangements and relations with the War Department indicate that the Mercur Corporation is to all intents and purposes an operating company and that the War Department controls its policies in many respects. In fact, the Government and the Mercur Corporation are partners in the conduct of a public merchandise warehousing business at Port Newark.

"The warehousemen at the Port of New York have found this Government competition to be most damaging, considerable business having been lost to the Mercur Corporation. The reason for this loss is that the Port Newark operation is conducted without relation to the cost and expense entailed in rendering the services and in providing the facilities that are made available to the public. It is not conducted on a commercial basis. There is no direct relationship between cost and price, and profit or income on investment has no bearing in determining the price at which its warehousing service and facilities are sold. Private enterprise can not adopt such unbusinesslike practices and exist. Likewise, private enterprise in competition with any operation so conducted, particularly a Governmental agency, must be greatly injured.

"An unsavory incident that reflects the manner in which the Port Newark Base is operated as a business institution lies in the cancellation of its license by the

New York Coffee and Sugar Exchange because of unethical practices involving an agreement between the Mercur Corporation and a preferred customer, concurred in by the War Department, wherein secret rebates and information with respect to the holdings of other customers were to be provided to this preferred customer.

"Warehousemen desire in particular that this arrangement between the Mercur Corporation and the government be cancelled forthwith, and in general that by Congressional action, if need be, these Army bases shall be so disposed of as to cease to be a menace to private capital invested in warehousing facilities local to them.

"When the agricultural marketing Act was made law a few years ago, it provided that no loans should be made by the Farm Board to cooperative associations and other marketing organizations for the construction by them of warehousing facilities when there were other existing and adequate facilities already available to them.

"A conference between the Farm Board and representatives of the American Warehousemen's Association resulted in an understanding that this provision of the agricultural marketing Act would be observed by the Farm Board in its administration of the Act.

"Since coming to South Bend, we have been informed that at the Kansas City hearings of this committee a warehouseman from San Antonio appeared in complaint of a loan of \$180,000 by the Farm Board to an agricultural organization for the purpose of financing its construction of warehousing facilities at San Antonio, when other existing and adequate facilities were available at that city and when such construction was, therefore, unnecessary.

"So far as this particular situation contravenes the provision in the agricultural marketing Act with respect to loans for the construction of warehousing facilities, and to the extent that it is contrary to the understanding between this association and the Farm Board relative to such loans, the American Warehousemen's Association supports the complaint referred to as having been heard by this committee at the Kansas City hearings.

Relief Essential

"The American Warehousemen's Association is deeply gratified that Congress has taken note of the increasing incursion of Government activities in competition with private enterprise. It earnestly hopes that out of the extended investigations being conducted by this committee there will come early and secure relief for all businesses thus imposed on by Governmental agencies, including the public merchandise and refrigerated warehousing industries, which are being injuriously affected in the particulars hereinabove set forth."

J. D. Beeler, vice-president and general manager of the Mead Johnson Terminal Corporation, which has a \$560,000 rail and river terminal at

Evansville, Ind., told the Shannon committee at South Bend that "no private barge line paying taxes can possibly compete with the tax-free Federal barge lines" and that his own organization found it "impossible to compete with the low warehouse charges" of the Inland Waterways Corporation.

On behalf of the Association of Railway Executives a statement was entered presenting specific reasons why the railroads objected to further activity of

the Government in the barge line business. The association recommended:

"1. At the earliest possible date, but in any event by July 1, 1933, the Inland Waterways Corporation shall cease operations.

"2. At the earliest possible date the Secretary of War shall dispose of all property of the Inland Waterways Corporation to the best advantage of the United States."

At a hearing subsequently held in

New Orleans the Government's barge line operations were assailed by R. W. Dietrich, president of Dietrich & Wiltz, Inc., New Orleans, and chairman of the A. W. A. merchandise division handling the American's complaint now pending before the I. C. C.

Mr. Dietrich reviewed this legal fight to end Federal barge line competition and attacked proposed extension of the Government's operations to the Great Lakes-St. Lawrence waterway.

Chairman of Inland Waterways Corporation Defends Barge Line Operations

(Continued from page 14)

agitation by outside interests. Extension of the system to the river above St. Louis, he said, was made mandatory by an Act of Congress.

"I am not in favor of haphazard development of our waterways," he declared. "Such development should be confined to suitably navigable waterways, and development should be along sane lines."

He said his study of transportation history had led him to believe that the railroads had deliberately put boat lines out of business when water transportation was in its heyday and the railroads were developing. This had been done, he said, either by establishing low rail competitive rates or by purchasing water lines and not using them.

"The result was that a rate structure grew up with low rates paralleling the rail lines and higher rates in sections which had no water transportation," he said. "The people in the interior were penalized by the railroads' effort to put the boat lines out of business."

He added, however, that the corporation's relations with the railroads were today "eminently more satisfactory" than at any other time.

He said that if the I. W. C. made money it was said it was being taken from the railroads; if the corporation did not make money its critics said the taxpayers were being penalized; and if money was put in bank by the corporation to draw interest that was attacked.

"The truth is that if the I. W. C. didn't exist it wouldn't save the people one cent in maintenance of rivers," Gen. Ashburn said. "This work would continue anyhow and so would the work of flood control. The Government already has spent \$1,500,000,000 on its waterways. The waterways are there, so why not use them? If we don't, the money spent has been wasted."

"Would you say that if the Inland can't demonstrate that private capital can't operate profitably the Government should stop its development of waterways?" asked Representative Samuel B. Pettengill, Democrat, of Indiana.

"Yes, I would," the witness replied. "I'd be willing to gamble the success of

the I. W. C. against the \$1,500,000,000 spent on waterways."

Chairman Shannon brought up the question of alleged free storage of sugar by the barge lines. Gen. Ashburn said the question had been before the Interstate Commerce Commission three years, but no decision had been reached.

"It is inconceivable to me that any warehouseman in Philadelphia or Denver should be interested in anything we are doing on the Mississippi River," he said.

Free Storage Denied

He declared there was "no such thing as free storage" given by the Federal barge lines.

L. D. Chaffee, traffic manager of the barge lines, was present, but was not called as a witness except to answer a few questions which Gen. Ashburn thought were outside his own sphere.

Mr. Chaffee said there were one or two occasions during the first year of operation of the barge lines when there was some free storage on barges at St. Paul, the barges having been left there during the winter. He said there were no cases now where freight was allowed to remain in barges or in terminals, operated by the barge lines, beyond the usual free time allowed for unloading.

Congressman Rich said the committee had been informed that some of the terminals erected by cities had been constructed on request of the I. W. C.; that the cost of their erection had been a burden on the taxpayers and that business had not been sufficient to take care of interest charges.

Gen. Ashburn said the Government had in no way tried to coerce any city to develop terminals. He said, however, that the question of terminal construction had been presented to some cities by the corporation in a fair manner. In some cases, he said, the cities had been advised not to construct terminals, as there was no prospect of ultimate profits.

"Our argument for construction of terminals in some cities has been that it would assist in establishing industry in the midst of agriculture," Gen. Ashburn said. "I firmly believe this is the solu-

tion of the economic problems of the Middle West."

Speaking of the Memphis terminal, constructed by the city at a cost of approximately \$1,400,000 and leased by the I. W. C. for \$72,000 a year, Gen. Ashburn said the city was retiring its bonds on the terminal and was "perfectly satisfied" with its arrangement with the corporation. This is one of the terminals at which the warehousemen are alleging the corporation is storing sugar free.

The witness read from a report made by the harbor master at Peoria to the city council, purporting to show that the direct and indirect benefits to the people of Peoria had amounted to some \$200,000 during the first year of operation of that city's new municipal terminal.

Representative Rich said the committee's information was that the city had been unable to obtain funds to pay interest on the bonded indebtedness of the terminal.

The harbor master's report showed the total cash revenue from the Peoria terminal during the year ended June 30, 1932, had been \$29,264, but that receipts from freight handled through the terminal had amounted to only \$6,647, Gen. Ashburn said.

"As a business proposition I don't see how that is profitable," Mr. Rich remarked.

Gen. Ashburn said that most of the estimated benefits from operation of the terminal had come from additions to payrolls and lower freight costs to industries in Peoria.

Mr. Rich tried to pin Gen. Ashburn down to a definite statement as to the length of time he thought it would take to put the corporation on a paying basis, so it would be attractive to private interests. The witness successfully avoided a definite commitment at the morning session, but when the Pennsylvania continued to hammer away at the afternoon session, Gen. Ashburn finally said he thought it would be done in five or ten years, unless Congress ordered further extensions of the lines.

"I want to make it clear that I am operating the corporation now under a

specific mandate of Congress and I must comply with the law," Gen. Washburn said. "As a business man I could take the corporation and make more money than we are making now under the handicap of the law."

"What would you do if you had a free hand?" asked Mr. Rich.

"Well, one thing I would do would be to close our branch offices all over the country and call in many of the solicitors we now have and I wouldn't give a damn whether the public liked it or not," the witness replied. "I would concentrate on handling the traffic on the lower Mississippi."

"You must bear in mind that we are trying to make this service available to the whole people because we feel it is an agency of the people. We actually handle freight to and from 44 of the 48 States. This is a function I think we must perform as a Governmental agency. As a private agency we would be under no obligation to try to aid all the people, but would confine our efforts to making money."

Gen. Ashburn insisted the lower Mississippi division of the corporation was making money and at present was attractive to private capital, but under current conditions could not be divorced from the corporation's unprofitable operations. The lower Mississippi division, he said, "provides the sinews of war to keep up the other divisions."

"Do you think you could sell stock to private capital for the lower Mississippi development?" asked Mr. Rich.

"I have no doubt I could go out tomorrow and organize a corporation to take over that operation," the witness replied. "In fact, I have been approached by private interests who want to get it."

Both Congressmen Rich and Pettengill asked whether the witness would recommend to Congress that the lower Mississippi division should be sold.

Gen. Ashburn replied that would be up to Congress to determine as a matter of policy, but when pressed for an answer he said he would not recommend any change in the law which requires operation of the entire system and its sale as an entirety. He said he thought the entire system should be operated.

There was some discussion over a statement purported to have been made by Gen. Ashburn that if the Interstate Commerce Commission persisted in its recent holding that when goods were stored by the barge line at reduced rates on joint rail-barge hauls, the line-haul rate must be the same as the all-rail rate, he would recommend use of trucks to place the shipments outside the Commission's jurisdiction.

Gen. Ashburn denied he ever made such a statement, but said that if shippers wanted to use trucks the barge line could not stop them. He said the corporation never had advised shippers to ship by barge and truck. He said he had "carefully avoided" the rail-truck controversy, though both sides had made great efforts to drag him into it.

Taking up Gen. Ashburn's statement

Ashburn Asks Extension of Federal Barge Lines to the Missouri River

LESS than a week after Maj. Gen. T. Q. Ashburn, president and chairman of the Inland Waterways Corporation, had testified (see page ???) before a Congressional investigating committee at Washington that the Government should be ready to turn the Federal barge line system over to private operation within five or ten years if there should be no extensions of the service meanwhile, the Interstate Commerce Commission made public at Washington on Sept. 21 an application by the corporation for a certificate of public convenience and necessity for operation of the barge line system on the Missouri River from the Mississippi to Kansas City, Mo., and Kansas City, Kan.

Both these cities would be ports of call for the interchange of freight with other common carriers, and terminals would be acquired and operated by the corporation.

Thus, if this new application is granted, and if meanwhile the Interstate Commerce Commission does not decide in favor of the American Warehousemen's Association in the latter's case, in which the corporation is formally charged with Federal statute violations, it would appear that warehousing may anticipate extension of the Federal barge line system's free storage or less-than-cost storage policies to the Missouri River and the proposed terminals in Kansas City, Mo., and Kansas City, Kan.

The corporation's application declares the Missouri to be "a dormant artery of commerce which could be made a most important factor in the national transportation system if a barge system were permitted to be established thereon."

Gen. Ashburn requested the I. C. C. to issue an order "establishing joint rail-barge and barge-rail rates in connection with the proposed Missouri service."

The corporation purposed to operate through barge routes connecting the two Missouri River cities with Minneapolis, St. Paul, Winona, Dubuque, Rock Island, Burlington, St. Louis, East St. Louis, Memphis, Helena, Vicksburg, Baton Rouge, New Orleans, Cairo, Mobile, Joliet, La Salle, Peoria, Pekin and Havana, Ill.

that operations might become profitable enough in five or ten years to warrant sale of the system, Congressman Rich said:

"I don't think you fellows will ever get to the point where you will say rivers and harbors have been sufficiently developed. I think you fellows are trying to create jobs and will go on forever. It's ridiculous for you to think somebody isn't going to stop this business."

"You are off on the wrong tack," replied Gen. Ashburn. "I have nothing to do with deciding whether river improvements should be made

"I don't like this talk about making a

job for myself. I can retire from the Army next year and get a salary the rest of my life. As a matter of fact, I have had several opportunities to get better jobs. I have been offered \$75,000 a year to go into private business, but I have refused."

"You're making a job for your son, aren't you?" asked Rich.

"No, I'm not," the witness replied, his face flushing. "He came with me to help me out and he's worth every cent of the \$300 a month he's getting from the corporation."

Declaring operation of I. W. C. was a benefit to the railroads, Gen. Ashburn said he thought he could get half a dozen railroad executives to admit it.

"Why do they fight you then?" asked Mr. Pettengill.

"Because they are responsible to their directors and stockholders and must have some sort of an alibi," Gen. Ashburn said. "The railroads have been hurt more by trucks, private autos, pipe lines and power transmission than they have by water transportation."

The witness denied charges which had been made at South Bend that the corporation had any secret rates. Every rate it quotes, he said, is open to everybody under the same conditions.

"Does the barge line disregard routing instructions of shippers?" Congressman Rich asked.

"Sometimes we do, but we follow them so far as practicable," the witness replied. "The only cases where we deviate from shippers' instructions is where increased charges would be entailed, such as switching charges by one railroad when another road has none."

"I think you are fooling the people and making them go down in their jeans to help you out," shouted Congressman Rich.

"How can we fool the people when we are making money?" was Gen. Ashburn's reply.

"You're fooling them when you don't figure your costs as private corporations do," the Congressman answered. "If you had been charging what private corporations would have to pay you would be in the hole now."

The Pennsylvanian charged the corporation with putting out propaganda and with making financial statements that the people can't read. Gen. Ashburn countered that the corporation's statements were made in conformity with requirements of the Interstate Commerce Commission.

The witness again reminded the committee that waterway improvement had been going on for 120 years and there was nothing new in it.

"Yes, but for God's sake let's stop it," Congressman Rich said.

"All right, stop it; but don't attempt to lay the whole burden on the Inland Waterways Corporation," said Gen. Ashburn.

Concluding, Gen. Ashburn said he thought the I. W. C. had passed through the experimental stage into the demonstrative stage.

—Stephens Rippey.

Let's Take the Family Album Out of Storage!

Success Stories

No. 108

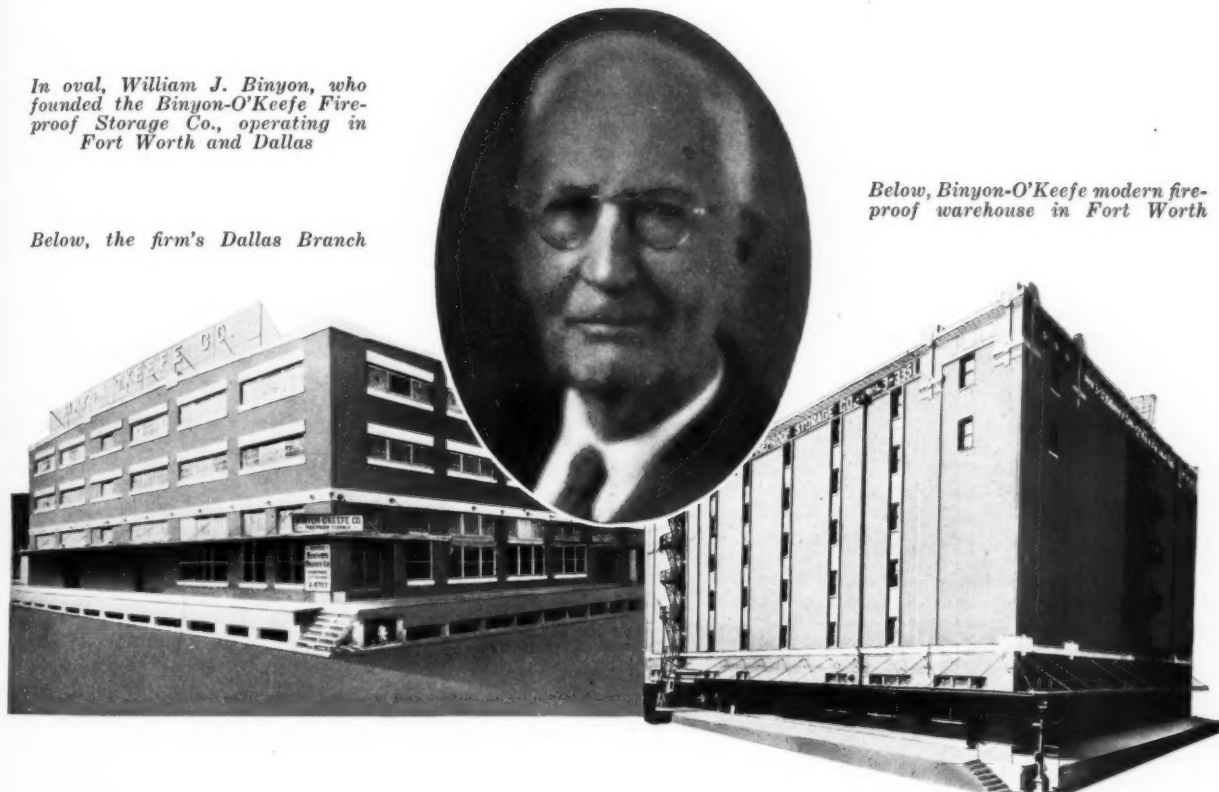
William J. Binyon

By K. H. PARKER

In oval, William J. Binyon, who founded the Binyon-O'Keefe Fireproof Storage Co., operating in Fort Worth and Dallas

Below, the firm's Dallas Branch

Below, Binyon-O'Keefe modern fireproof warehouse in Fort Worth



A WISE man is he who knows when he has found satisfaction with and in life! Some men derive their greatest pleasure amassing a fortune for the power therein. Others are so immersed in the daily grind that they miss entirely the real enjoyment to be derived from close harmony and accord during our short stay on earth.

"Creative energy must have an outlet," concedes William J. Binyon, founder of Binyon-O'Keefe Fireproof Storage Co., Fort Worth and Dallas, and the guiding genius of its destinies for the major part of its fifty-four years. "But the correct interpretation of each individuality as it expands and develops under pressure, particularly during some sport, brings to light the true characteristics hidden beneath the veneer in every man."

Mr. Binyon has always loved good horses, especially race horses. He still attends, in his 84th year, every rodeo or show in close proximity to his home. One incident in particular, occurring early in his life, caused him to seek deeper into man's nature for his real self.

A running race was scheduled at Auburn, Tex., as the important event of the day. Mr. Binyon, who rode his own horse, entered this race. In addition to several other entries there was one Sam Bass, an outlaw, and

known in Texas history as a notorious killer. Mr. Binyon was not unaware of his opponent's qualities and, after a hard and grueling race for two miles, captured the purse. In a straight-away race over that distance, there is plenty of opportunity for crooked work, but to Sam Bass's credit he ran a straight race, being defeated by a neck.

From this contest Mr. Binyon drew one of the philosophies of life which he applies to business as well as to sport:

"No matter how debased a man may be nor how low his morals have degenerated; put him on his own, under fire, on equal terms, and he will run true to the blood of his ancestors."

Born in Paris, Tenn., W. J. Binyon at the age of ten trekked west with his father, brothers and sisters in a covered wagon over miles of wilderness to Texas, where their caravan founded the Tennessee colony, later known as Grandview. When the Civil War broke out W. J. was too young to enlist; nevertheless he accompanied his two older brothers in the cavalry, attending their horses.

He had not reached his majority when he tackled busi-

(Concluded on page 50)

Occupancy Again Reported at a New Record Low

Average Recedes to
62.6 Per Cent

By KENT B. STILES

PUBLIC MERCHANDISE WAREHOUSING JUNE-JULY, 1932

Division and State	Per Cent of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	June	July	June	July	June	July	June	July	June	July
NEW ENGLAND (Total)	57.5	60.6	14,860	16,068	10.8	11.4	3,948	2,488	2.9	1.8
Vermont and New Hamp.	67.4	69.2	52	95	1.6	1.5				
Massachusetts	53.9	58.3	11,898	12,963	13.6	14.9	1,612	568	1.8	0.7
Connecticut	81.6	81.2	911	1,259	4.0	5.5	1,956	1,670	8.6	7.3
Rhode Island	52.3	50.9	1,999	1,751	8.2	7.2	380	250	1.6	1.0
MIDDLE ATLAN. (Total)	61.3	62.2	91,627	88,806	11.7	10.8	10,396	9,530	1.4	1.2
N. Y. Metropolitan Dist.	62.4	62.3	60,616	58,709	10.5	9.3	4,990	3,424	0.9	0.5
Total (1)	67.7	65.3	17,984	14,220	15.4	12.2	6,450	5,436	5.5	4.6
Brooklyn	58.4	58.0	38,209	29,780	11.6	9.1	3,289	1,699	1.0	0.5
Manhattan	60.8	61.6	4,660	4,106	6.4	5.5	1,086	885	1.5	1.2
Nearby New Jersey	72.0	71.9	16,267	23,581	10.0	11.2	580	810	0.4	0.4
All other Met. Dist.	67.7	35.0	1,480	1,242	11.5	9.7	35	30	0.3	0.2
N. Y., except Met. Dist.	55.5	55.5	10,150	11,930	14.1	15.7	3,270	4,318	4.5	5.7
N. J., except Met. Dist.	50.9	51.9	905	892	9.0	8.9	75	32	0.7	0.3
Pennsylvania	59.4	67.7	10,956	17,275	18.8	16.1	2,061	1,756	1.9	1.6
E. NO. CENTRAL (Total)	65.4	65.2	108,858	97,268	22.3	19.9	17,540	15,122	3.6	3.1
Ohio	67.7	65.3	17,984	14,220	15.4	12.2	6,450	5,436	5.5	4.6
Indiana	72.9	73.7	9,682	8,756	23.0	20.8	1,689	1,746	4.0	4.2
Illinois, except Chicago	70.8	70.1	6,449	5,165	27.2	21.8	1,111	1,280	4.7	5.4
Chicago	64.6	66.8	39,552	31,907	26.5	21.6	3,065	1,949	2.0	1.3
Michigan	62.1	60.5	26,794	29,417	22.1	24.1	3,081	3,013	2.5	2.5
Wisconsin	58.7	60.2	8,397	7,713	21.8	21.8	2,144	1,698	6.1	4.8
W. NO. CENTRAL (Total)	63.1	61.6	57,471	67,655	20.7	24.7	15,960	16,727	5.7	6.1
Minnesota, except Minne-	67.7	66.3	3,994	2,141	34.3	18.4	675	566	5.8	4.9
neapolis and St. Paul	71.5	67.2	16,089	13,744	20.5	18.0	6,632	5,812	8.5	7.6
Iowa	49.7	52.0	8,731	7,632	25.0	21.9	2,951	2,195	8.4	6.3
Missouri, except St. Louis	59.3	58.6	9,686	7,925	19.9	15.3	1,797	1,238	3.7	2.4
St. Louis	69.4	74.9	7,144	24,385	18.1	67.3	728	2,946	1.8	8.1
North Dakota	61.5	49.2	2,477	1,665	20.0	13.5	218	324	1.8	2.6
South Dakota	71.3	68.3	934	2,548	13.2	36.1	666	1,134	9.4	16.1
Nebraska	57.5	54.2	5,876	4,713	19.8	15.9	1,540	1,219	5.2	4.1
Kansas	55.2	52.9	2,540	2,902	15.9	20.8	753	1,293	4.7	9.3
SOUTH ATLANTIC (Total)	62.5	63.7	21,910	25,745	13.0	15.1	10,658	8,615	6.3	5.1
Maryland and Delaware	57.3	60.7	8,683	13,243	8.7	13.2	1,101	1,199	1.1	1.2
District of Columbia	82.2	80.1	1,993	1,483	21.9	16.3	2,031	1,651	22.3	18.1
Virginia	76.5	59.4	1,442	1,178	10.5	8.6	403	444	2.9	3.2
West Virginia	80.9	80.8	1,607	1,502	19.2	18.0	842	779	10.1	9.3
North and South Carolina	62.2	61.2	1,985	1,996	15.0	13.3	365	513	2.8	3.4
Georgia and Florida	60.8	66.5	6,200	6,343	25.5	26.1	5,916	4,029	24.3	16.6
SOUTH CENTRAL (Total)	64.4	60.6	29,434	21,618	13.1	9.6	12,277	11,767	5.5	5.2
Kentucky and Tennessee	48.9	51.0	3,076	2,321	11.4	8.5	2,113	2,516	7.8	9.2
Alabama and Mississippi	58.3	56.9	1,260	1,084	13.3	11.5	786	737	8.3	7.8
Arkansas	64.2	61.9	1,438	747	10.9	5.7	896	541	6.8	4.1
Louisiana	59.2	52.2	13,543	8,702	14.9	9.6	747	660	0.8	0.7
Oklahoma	70.5	58.6	4,976	4,497	43.7	38.9	5,602	5,542	49.2	48.0
Texas	69.6	66.9	5,141	4,267	7.1	5.9	2,133	1,771	2.9	2.4
MOUN. and PAC. (Total)	63.5	62.9	38,880	30,662	14.2	11.9	19,415	10,985	7.1	4.2
Idaho and Wyoming	71.7	70.3	307	288	7.8	6.8	148	442	3.8	10.5
Montana	85.1	81.5	268	204	5.9	6.5	212	250	4.7	5.6
Arizona and New Mexico	63.3	57.1	390	304	4.4	3.5	548	378	6.2	4.3
Utah	59.3	63.6	2,103	1,739	28.4	23.5	165	116	2.2	1.6
Colorado	63.6	62.9	2,384	2,164	11.5	10.0	1,126	1,147	5.4	5.3
Washington	69.4	70.1	4,742	4,348	19.2	17.6	2,744	3,268	11.1	13.2
Oregon	57.2	60.0	6,775	895	36.5	17.6	9,210	345	50.0	6.8
California	62.8	61.5	21,911	20,630	11.9	11.3	5,262	5,039	2.9	2.8
TOTAL FOR UNITED STATES	62.7	62.6	363,040	347,822	15.5	14.6	90,194	75,324	3.9	3.2

(1) Because of the importance of this territory, figures are shown separately from the State total. The figures for June have been revised; those for July are preliminary.

LATEST Government figures, made public on Sept. 20, on average occupancy of public merchandise warehouses in the United States indicate that on July 31 the lowest level had been reached since the Bureau of the Census of the United States Department of Commerce began compiling these figures in January of 1928.

The Bureau's June-July release discloses that the average occupancy for the entire country on this past July 31 was 62.6 per cent, this figure being provisional. As noted in the September *Distribution and Warehousing*, the decline has been steady since March. On the last day of that month the reported average was 64.3 per cent. There was a recession to 64.0 on the final day of April, to 63.5 at the end of May, to 62.7 at the close of June, and now the decline to 62.6 for July 31.

July 31's provisional 62.6 per cent compares with the percentages recorded for the last day of July for the four preceding years as follows:

1928 1929 1930 1931 1932
Last day of July.. 67.1 71.2 67.8 63.9 62.6

The tonnage figures in the accompanying June-July table indicate that in July a higher percentage of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In July, 423,056 tons arrived at 1376 reporting warehouses; of this volume, 347,822 tons, or 82.2 per cent, entered storage, the balance being delivered on arrival. In June the total arriving volume was 453,234 tons, of which 363,040 tons, or 80.1 per cent, entered storage, the balance being delivered on arrival.

The provisional 82.2 per cent for July compares as follows with the July figures for each of the four preceding years:

1928 1929 1930 1931 1932
July..... 71.3 75.6 79.7 77.7 82.2

Occupancy

THE 1.3 per cent average decline, for entire country, on this past July 31 from the level recorded for the previous year's corresponding date was not reflected in Vermont and New Hampshire, Massachusetts, Connecticut, the New York metropolitan district as a whole, Pennsylvania, Minneapolis and St. Paul, St. Louis, Delaware and Maryland, Dis-

trict of Columbia, Texas, Montana and Utah, from all of which there were gains reported.

The following comparisons are available across five years:

	Occupancy—End of July				
	1928	1929	1930	1931	1932
Mass.-Vt.	49.3	56.8	...	...	...
Me.-N.H.-Mass.-Vt. ....	...	...	56.6	...	...
Vt.-N.H. ....	...	...	51.7	69.2	...
Mass. ....	...	...	54.0	58.3	...
Conn.-R.I.	56.6	59.1	53.6	...	...
Conn. ....	...	...	59.7	61.2	...
R.I. ....	...	...	62.8	50.9	...
N. Y. Met. Dist.	76.2	78.9	64.5	60.1	62.3
Brooklyn	75.9	80.1	64.1	57.3	58.0
Manhattan	79.8	75.8	69.8	59.2	61.6
Nearby N. J. & other	74.6	78.7	57.0	...	...
Nearby N. J. ....	...	...	65.7	71.9	...
All other ....	...	...	70.3	35.0	...
N. Y. State	76.0	77.7	66.8	...	...
N. Y. State except Met. Dist. ....	...	...	61.9	55.5	...
N. J. State	73.4	78.9	58.4	...	...
N. J. State except Met. Dist. ....	...	...	56.0	51.9	...
Pennsylvania	70.5	70.6	66.3	59.3	67.7
Ohio	81.4	89.4	76.6	72.6	65.3
Indiana	73.7	76.1	76.9	76.4	73.7
Illinois	73.0	82.2	76.8	...	...
Ill. except Chicago ....	...	...	74.0	70.1	...
Chicago	73.9	83.2	76.5	71.8	66.8
Michigan	73.5	66.2	70.7	65.0	66.5
Wisconsin	77.5	92.1	63.5	63.6	60.2
Minnesota	69.2	73.1	69.3	...	...
Minn. except Mpls. & St. Paul. ....	...	...	73.0	66.3	...
Mpls. & St. Paul	69.2	72.4	69.0	66.6	67.2
Iowa	66.5	66.4	70.3	59.1	52.0
Missouri	76.3	75.4	73.3	...	...
Mo. except St. L. ....	...	...	69.2	58.6	...
St. Louis	73.8	76.8	67.7	71.3	74.9
No. & So. Dakota	84.9	93.1	80.7	...	...
No. Dakota ....	...	...	64.1	49.2	...
So. Dakota ....	...	...	73.1	68.3	...
Nebraska	53.7	64.6	54.3	65.8	54.2
Kansas	77.4	83.0	73.5	68.4	52.9
Del.-Md.-D. C.	49.8	52.1	65.6	...	...
Del.-Md. ....	...	...	55.9	60.7	...
D.C. ....	...	...	76.3	80.1	...
Va.-W. Va.	68.3	70.5	74.3	...	...

	Occupancy—End of July				
	1928	1929	1930	1931	1932
Virginia ....	...	...	...	77.6	59.4
W. Virginia ....	...	...	...	85.6	80.8
No. & So. Car.	61.6	64.9	69.1	69.7	61.2
Ga.-Fla.	70.7	76.7	61.6	70.0	66.5
Ky.-Tenn.	71.6	80.4	81.8	75.4	51.0
Ala.-Miss.	80.9	69.9	70.7	62.5	56.9
Ark.-La.-Okla.	69.2	69.0	81.1	...	...
Arkansas ....	...	...	...	71.5	61.9
Louisiana ....	...	...	...	67.1	52.2
Oklahoma ....	...	...	...	62.4	58.6
Texas	32.2	38.0	59.2	54.2	66.9
Ida.-Wyo.-Mont.	58.8	70.1	71.5	...	...
Ida.-Wyo. ....	...	...	...	78.5	70.3
Montana ....	...	...	...	72.6	81.5
Ariz.-Utah-Nev.-N. M.	70.3	77.3	...	...	...
Ariz.-Utah-N. M. ....	...	...	69.5	...	...
Ariz.-N. Mex. ....	...	...	...	74.9	57.1
Utah ....	...	...	...	60.0	63.6
Colorado	65.9	77.7	70.4	71.8	62.9
Washington	52.5	68.3	64.5	79.9	70.1
Oregon	71.0	67.8	68.7	62.8	60.0
California	73.1	76.9	70.4	67.2	61.5
Average U. S.	67.1	71.2	67.8	63.9	62.6
Warehouses reporting	1173	1223	1438	1396	1376

Comparing the July 31 occupancy percentage (provisional) on the opposite page with those of June 30, it is disclosed that the decline of one-tenth of 1 per cent as the average for the entire country was not reflected in Vermont and New Hampshire, Massachusetts, Manhattan, New Jersey outside of the metropolitan district, Pennsylvania, Indiana, Chicago, Wisconsin, Iowa, St. Louis, Maryland and Delaware, Georgia and Florida, Kentucky and Tennessee, Utah, Washington and Oregon, with no change in New York State outside of the metropolitan district. Elsewhere there were declines.

Tonnage

As already pointed out, the percentage of volume which entered storage this past July, out of the total arriving tonnage, was larger than the percentage recorded for July of 1931.

By divisions the comparisons across five years are as follows:

	Percentage Entering Storage—July				
	1928	1929	1930	1931	1932
New England	76.6	73.4	73.2	78.2	86.8
Middle Atlantic	82.4	81.6	90.0	87.9	90.3
E. No. Central	83.4	87.3	85.1	83.8	86.5
W. No. Central	71.5	74.0	79.0	75.3	80.2
South Atlantic	42.0	49.0	76.5	73.6	74.9
E. So. Central	77.2	77.6	68.1	66.6	51.1
W. So. Central	78.0	74.4	78.5	70.5	68.1
Mountain	58.8	61.8	54.5	61.8	67.2
Pacific	73.8	76.6	70.9	61.7	74.9
Entire country	71.3	75.6	79.7	77.7	82.2
Warehouses reporting	1172	1223	1438	1178	1240

Comparing this past July's (provisional) percentages with those recorded for June, it is disclosed that the average advance of 2.1 per cent for the entire country was reflected in six of the nine sections.

The comparisons by divisions follow:

	Percentage Entering Storage—1932		
	June	July	Change
New England	79.0	86.8	+7.8
Middle Atlantic	89.8	90.3	+0.5
E. No. Central	86.1	86.5	+0.4
W. No. Central	78.3	80.2	+1.9
South Atlantic	67.3	74.9	+7.6
E. So. Central	59.9	51.1	-8.8
W. So. Central	72.8	68.1	-4.7
Mountain	71.2	67.2	-4.0
Pacific	66.0	74.9	+8.9
Entire country	80.1	82.2	+2.1
Warehouses reporting	1233	1240	...

Boost Your City and— It Will Boost You!

By FRED E. KUNKEL

SUCCESSFUL warehousemen are good mixers. They have got to get out of their warehouses and mingle with folks to be really successful. And another thought is "boost your city and your city will boost you"—at least, that is the idea of Arthur C. Smith, vice-president of Smith's Transfer & Storage Co., in Washington, D. C.

This Capital executive belongs to twenty-eight different organizations in which he is continually active. He is not in them wholly for what he can get out of them in a business way, but for what they do for the city in which he lives and has his business, and for what they do for the men who belong to them.

He is a member of the Lion's Club; the Optimist Club; secretary of the Washington group of the National Furniture Warehousemen's Association; president of the Central Business Men's Association; vice-president of the Reciprocity Club; on the general staff of

the Sons of Confederate Veterans; and is active in the Board of Trade, the Chamber of Commerce, the Merchants and Manufacturers Association, and numerous others. He attends all the different conventions and is always eager to pick up new ideas. He likes the fellowship of mankind.

Can a man have too many organizations? The answer is, "Can a man have too many friends?" He was instrumental in organizing the Reciprocity Club which inside of a year had grown from four to fifty members; he helped to start the Central Business Men's Association, and built it from 5 to 160 in a little while, bringing fifteen different organizations together.

"Civic pride is a thing that should be the motivating power, not only behind every business man in a community," according to Mr. Smith, "but it should also motivate every citizen. Above all, it should loom large in the mind of the

average business man in any community.

"When you boost your own home town it eventually means greater returns to you in a business way. Warehousemen should not shirk the duties and responsibilities of community organization. They should take an active part in citizens' associations and become engrossed in community affairs. They should not only belong to the local Chamber of Commerce they should take an active interest in promoting its welfare.

"By being active in public and business affairs, the warehouseman will find the self-imposed job paying ample dividends. Direct returns are not always traceable, but they are present just the same. Community publicity, well directed and rightly handled, brings in an influx of new people, augments the population, and so helps everybody. The right kind of community publicity not

(Concluded on page 45)

How a Washington Executive "Mixes"

Star and Dagger to Feature 1933 Warehouse Directory

Symbols Will Indicate
Industry's Cooperation

THE warehouse company's free listing as published in the 1933 edition of the Warehouse Directory (to be a part of the January issue of *Distribution and Warehousing*) will appear in one of three ways:

1. If the information has been notaried especially for this 1933 reference volume, a STAR—thus: ★—will be found inserted after the company's name.
2. If the information is returned especially for the new Directory but *without* having been notaried, a DAGGER—thus: †—will be placed after the firm's name.
3. But if no return is forthcoming for the new Directory, thus making it necessary for the previous year's listing to be reprinted because of lack of revision, no symbol of any kind will appear after the company's name.

TO assist the warehouse executive in picturing his company's listing as it may be published in next year's Directory, we set forth sample listings—No. 1 with a STAR, and No. 2 with a DAGGER—as follows:

No. 1

X.Y.Z. Warehouse Co.★ (MDSE & HHG), 222 Southwest St. Pres., John Johnson. V.P., James Jameson. Sec., Mgr & Oper. Exec., Roger Rogerson. Treas., William Williamson. Est 1886. Inc. Investment, \$500,000. USCB. SB. PB. Whses: (MDSE) above address, 100,000 sq. ft., concrete, sprinklered; priv. siding, PRR—NYC. (HHG) 444 Main St., 75,000 sq. ft., concrete; priv. siding, PRR—NYC. Of total occupiable space, 40,000 sq. ft. leased outright to tenants. Consign CL shipments to Main St. sta. of NYC; LCL to 7th St. sta. of PRR. CS for furs & fabrics. Distrib pool car shipments. Transfers Hhg. MFT&L. Motor truck & team service. Assoc: AWA NFWA

In the foregoing, USCB, SB and PB allude to bonded space, and a page of these and all other abbreviations will appear as part of the Directory. MFT&L means that the company operates a motor freight terminal and motor freight lines.

But note *particularly*, in the foregoing No. 1 form, that the investment figure and the space area figures and the private side track information *are published*.

The investment figure and the space area figures and the private side track information will appear *only in listings which bear the STAR*—in other words, in listings which have been notaried.

Listings which have *not* been notaried will *omit* the investment figure and the

space area figures and the private side track information. Thus:

No. 2

X.Y.Z. Warehouse Co.† (MDSE & HHG), 222 Southwest St. Pres., John Johnson. V.P., James Jameson. Sec., Mgr & Oper. Exec., Roger Rogerson. Treas., William Williamson. Est 1886. Inc. USCB. SB. PB. Whses: (MDSE) above address, concrete, sprinklered. (HHG) 444 Main St., concrete. Consign CL shipments to Main St. sta. of NYC; LCL to 7th St. sta. of PRR. CS for furs & fabrics. Distrib pool car shipments. Transfers Hhg. MFT&L. Motor truck & team service. Assoc: AWA NFWA

Accordingly the consultant will not find, in the No. 2 form, bearing the DAGGER symbol, information relating to the company's investment, or space area, or private side track facilities. Only a STAR listing will set these forth—the STAR indicating that the listing has been notaried.

Note that in both forms of listing the abbreviations MDSE and HHG appear *immediately after the company's name* as well as in the body of the listing. This will be an innovation with the 1933 Directory. It will enable the consultant to ascertain instantly exactly in which branch or branches—merchandise or household goods—the company is engaged. If a firm does a cold storage business, the abbreviation CS will appear immediately after the company's name. If it engages in all three, MDSE and HHG and CS will appear.

There will be a third form of listing—without either STAR or DAGGER. If a company neglects to make a revised return for the 1933 Directory, its listing may be repeated as it appears in the 1932 book published last January—but

As footnote text at the bottom of *each* Directory page will explain, the STAR will indicate to the consultant that *the information was notaried*; while the DAGGER will indicate that the information was revised and returned but that it was *not* notaried; while the absence of *either* STAR or DAGGER will be evidence that no revised information at all was supplied for the 1933 Directory.

Thus will the Directory consultant be enabled to visualize instantly the true value of each listing's information from his own viewpoint. He will know readily which companies made revised returns for 1933. And of the companies which *did* make revised returns, he will understand which ones had their information notaried and which ones did not.

without a symbol. From all non-symbol listings will be omitted information regarding investment and space area and private side track facilities.

LATE in September *Distribution and Warehousing* began mailing, to the thousands of merchandise and household goods and cold storage warehouse companies throughout the United States and in foreign countries, the 1933 Information Sheets on which the revised information will be returned.

This year the publishers are abandoning the practice—followed in recent years—of pasting up the previous Directory's listings and distributing the pasted listings to the companies concerned.

There is a reason for this. Conditions in warehousing have become of kaleidoscopic character. New faces, new facilities, have entered the picture during the past year. Moreover the publishers decided to add a few questions to the 1933 Information Sheet, and to revise others of the queries as phrased in the past, in order that Distribution America might be provided, in 1933, with a more comprehensive and more informative reference volume.

Accordingly it was deemed advisable to discontinue the practice of sending last January's pasted listings for revision, and, instead, to send every company an Information Sheet which, prepared especially for the 1933 book, should bring all listings up to date. Business conditions are improving after the set-back of the past few years; the new industrial tempo will certainly be in full swing with the turn of 1932 into 1933. So it seems wise to produce, for consultation in this brighter year ahead, a Directory which will be wholly new. Hence a freshly-prepared Information Sheet to every warehouse organization. It is the pub-

The Information Asked For On This Sheet
Is For Your **FREE** Listing in the
1933 WAREHOUSE DIRECTORY ISSUE OF

**DISTRIBUTION
WAREHOUSING**

The Business of the Warehouse Industry

249 West 39th Street
New York**THIS IS NOT AN ADVERTISING CONTRACT**

Please read carefully, fill in, notary and return promptly to above address.

State _____ City or Town _____ Character of Storage? _____

1. Full Name of Company _____
Office Address _____

2. Officers: President _____ Secretary _____ Treasurer _____
Manager _____ Operating Executive _____

3. In What Year Was Your Business Established? _____ Are You Incorporated? _____

4. Do You Operate a Transfer Business only? _____ If so, do not answer the following questions.

5. Do You Operate a Storage Warehouse? _____ Do You Own or Rent the Building? _____

6. What is the Present Total Investment in Your Business? \$ _____

7. Bonded Warehouse Space:
Have you U. S. Customs Bonded Space? _____ U. S. Internal Revenue Bonded? _____
U. S. Warehouse Act Bonded? _____ Bonded to State? _____ Privately Bonded? _____

8. Warehouses: (In spaces below, fill in specifications for each warehouse separately.)

CHARACTER	LOCATIONS (Street Addresses)	Type of Construction	Equipped with Sprinkler System?	Private Side Track on which Railroad?
MERCHANDISE _____	_____	_____	_____	_____
HOUSEHOLD _____	_____	_____	_____	_____
MDSE. & H. H. G. _____	_____	_____	_____	_____
MDSE. & COLD STGE. _____	_____	_____	_____	_____
COLD STORAGE ONLY _____	_____	_____	_____	_____

9a. State Company's TOTAL OCCUPIABLE space actually available for public storage:
MDSE. & H.H.G. _____ Sq. Ft. Cold Storage _____ Cu. Ft.

9b. Of occupiable space, how much is leased outright to tenants:
MDSE. & H.H.G. _____ Sq. Ft. Cold Storage _____ Cu. Ft.

10. Out-of-Town Shipments:
Indicate to which Railroad Stations You Desire Out-of-Town Carload and Less-Than Carload Consignments Sent:

Station	Carload	Station	Less Than Carload
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

11. Facilities and Service:
Do you Operate a Cold Storage Plant for Furs and Fabrics? _____
What Type of Fumigation Do You Use For: (A) Furs, Fabrics, Etc. _____
(B) Household Goods? _____ (C) Merchandise? _____
If in Merchandise Warehousing, Do You Specialize in Storage of Any One Particular Commodity? _____

12. Transport Service:
Do You Distribute Pool Car Shipments? _____ Are You Equipped for Transfer of Household Goods? _____
Do You Operate Inter-City Motor Freight Lines? _____ Is Your Warehouse Used as a Depot for Motor Freight Lines? _____
How Many Gas Trucks Do You Operate? _____ How Many Electric? _____
How Many Horse-Drawn Vehicles? _____

13. Of What National, Sectional, State or Local Warehouse Association(s) Are You a Member? _____

14. Have any of the national distributors whose accounts you handle requested you to make reports on the basis of the 13-month business calendar? _____ If so, do you make such reports? _____

Name of Individual Supplying this Information _____
Title With Company _____

PLEASE NOTE CAREFULLY

1. Every Information Sheet NOTARIZED will mean a listing with a star (*).

2. Every Information Sheet returned without having been notarized will mean a listing with a dagger (†).

3. All other listings published will bear NEITHER star nor dagger, indicating the information is at least one year old.

State of _____ County of _____
I swear (or affirm) that to the best of my knowledge the statements contained in this return are true.
Sworn to and subscribed before me this _____ day of _____, 19____.

(Signature of individual or agent.) _____
(Address of individual or agent.) _____

(Signature and seal or stamp of officer administering oath.) _____

Important—Bul (*) Asterisk indicates information that will not be published unless this questionnaire is notarized.

The 1933 Directory Information Sheet

lishers' aim to have the 1933 Directory surpass all previous editions in truly informative value.

THE physical appearance of this new Information Sheet is illustrated on this page, and your attention is directed at this point to question No. 13—something entirely new as a feature. Question No. 13 reads:

"Have any of the national distributors whose accounts you handle requested you to make reports on the basis of the 13-month business

calendar? If so, do you make such reports?"

Information based on answers to this question will not be published in the 1933 Directory but will be used editorially to develop an article which should be of extreme interest and value, and warehouse executives are urged to answer the query.

The national distributors who are today using the 13-month business calendar in the United States and Canada can be numbered in the thousands. The late George Eastman, of Rochester, N. Y., was sponsor, financially, for the effort to

reform the calendar so as to provide thirteen months instead of twelve, and the work is being carried on by the University of Rochester. The 13-month business calendar is used by some of the Government departments at Washington, and the idea is spreading among business interests.

To what extent is the 13-month business calendar being adopted by distributors whose accounts are handled through warehouses? Are warehousemen being asked by their clients to make reports on the basis of the 13-month calendar, and are they responding favorably?

The answers to these questions, as indicated by the returns to query No. 13 on the Information Sheet, should lead to the preparation of an authoritative and enlightening article which conceivably would point the way to a new distribution economy.

BULLETIN

AS this October issue of *Distribution and Warehousing* goes to press, word comes from Washington that the Interstate Commerce Commission has dismissed the complaints of the American Warehousemen's Association against the Inland Waterways Corporation.

These are Docket No. 23510 and Sub-Nos. 1 and 2, in which the A. W. A. charged that the Government-subsidized barge lines operated by the Inland Waterways Corporation were violating sections 1, 2 or 3 of the Interstate Commerce Act.

Warehousing's complaints were directed against the corporation's storage-in-transit practice at Memphis, Tenn., and Birminghamport and Holt, Ala., in connection with sugar shipped by barge from New Orleans and other Gulf ports.

In summary, warehousing charged that the barge line organization was doing a free or less-than-cost storage business, at tax-exempt terminals, in competition with privately-operated and tax-paying warehouse firms which are members of the A. W. A.

A detailed report of the Commission's decision will appear in the November *Distribution and Warehousing*.

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

Duty of Warehousemen to Safeguard Goods

THE Courts have consistently held that a warehouseman is liable for loss of stored goods where it is shown that such goods were destroyed as a result of negligence while they were in his custody.

For instance, in *Jordan v. Clarke Co.*, 141 So. 360, it was disclosed that a warehouseman rolled a bale of cotton onto a platform, from where it was to be shipped by orders from the owner. The cotton was stolen and the owner sued to recover its value.

The warehouseman attempted to avoid liability on the grounds that the loss did not result from his negligence and that he should not be held liable for loss of goods placed on the platform and awaiting shipment in accordance with orders received from the owner.

Although the lower Court held the warehouseman not liable, the higher Court reversed this verdict, saying:

"The bailment for hire continued until it made delivery of the cotton to the plaintiff [owner] or on his order. It is contended by defendant that, when the cotton was rolled out on its platform, its liability as a bailee for hire ceased, and that from then on such service as it rendered was a mere gratuity. With this we cannot agree. Where the manner of redelivery is specified the bailee [warehouseman] must comply strictly therewith or will be liable in the event of negligent loss."

Held Exempt in Jewelry Loss

WHERE a warehouseman agrees or contracts to pack household furniture he impliedly agrees to pack all materials usually to be found in a dwelling house, and he is not liable for failure to pack and ship unusual items.

For example, in *Berry v. Cadillac Storage Co.*, 242 N. W. 855, it was shown that a customer employed a warehouseman, under contract, to crate and pack furniture and household belongings and ship them to his new residence in Upper Darby, Pa.

When the goods were packed and delivered at the customer's new residence it was discovered that the warehouseman had overlooked packing a small box containing jewelry. The customer sued the warehouseman to recover the value of the lost jewelry. In holding the warehouseman not liable, the Court said:

"The contract was one of bailment for hire. Under it the defendant was bound to keep and preserve the property with ordinary care—that care which a prudent man ordinarily takes of his own property. . . . It was in no sense an insurer. . . . Contracts must be construed with reference to their subject-matter. Defendant was bound to bestow upon the goods included in the contract that degree of care which their known nature and intrinsic value demanded. . . . No duty was imposed on it to protect the plaintiff [customer] against the loss of this jewelry. Such loss may well be said to have been attributable to the neglect of the plaintiff to return to the

offered evidence to show that the warehouse receipts had been issued to a particular and different person. The lower Court refused to permit the warehouseman to introduce this evidence, and held the warehouseman liable.

However, the higher Court reversed the verdict, saying:

"Said receipt carries absolute title of the goods and the goods which it represents is deliverable only upon a physical presentation of the receipt. . . . Thus, these receipts, admittedly not held by or issued to the plaintiff, were competent to show plaintiff's inability to obtain delivery of the goods upon demand without them."

Your Legal Problems

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business.

apartment and get it, or at least to have informed the defendant at the earliest possible moment that it had been left there. . . . This contract should be held to include everything that is usually found in a dwelling house tending to the comfort and enjoyment of the household. . . . It certainly would not include a small box containing jewelry of the value of about \$2,000."

Warehousemen Entitled to Produce Receipts

IN all cases where a customer sues a warehouseman for non-delivery of stored merchandise, the latter is privileged to prove all facts pertaining to who presently possesses the receipts and to whom the receipts were originally issued.

For illustration, in *Northcutt v. People's Bonded Warehouse Co.*, 163 S. E. 747, a person, who claimed ownership to stored goods, sued the warehouseman for alleged failure to make delivery.

During the trial the warehouseman

Mortgage Held Prior to Lien

GENERALLY speaking, a properly recorded conditional contract of sale or chattel mortgage, if recorded before goods are accepted by a warehouseman for storage, results in the chattel mortgage being prior to the warehouseman's lien.

Also, another important point of the law is that the laws of the State in which the conditional contract of sale or chattel mortgage is recorded control rather than the laws of the State into which the purchaser of the goods ships them for storage.

These points of the law were decided by a higher Court in the recent case of *Smith's Transfer & Storage Co. v. Reliable Stores Corporation*, 58 F. (2d) 511.

The facts of this case are that on April 24 a man named Creamer, residing in Maryland, purchased from the National Furniture Company, at its place of business in the District of Columbia, a bill of household goods under a conditional sales contract, in which Creamer acknowledged the receipt of the goods and agreed that he would not remove them from the "premises now occupied by him without the permission of the seller first had and obtained in writing." This contract was acknowledged in the District of Columbia and duly recorded in the State of Maryland.

Soon afterward, Creamer was residing in the District of Columbia, stored the goods with Smith's Transfer & Storage Co., a licensed warehouseman in the District of Columbia. There was still an unpaid balance due the furniture company. When Creamer failed to pay the balance due, the furniture company

demand that the warehouseman turn over the stored goods to it. The storage company declined to surrender them without payment of storage charges. Thereupon suit was brought by the furniture company against the storage company.

In holding the furniture company entitled to recover possession of the goods from the warehouseman without paying storage charges, the Court stated the following important law:

"It is an established rule that, where parties to a conditional sales contract contemplate that the property is to be taken at once, before any use by the vendee, into another State and there remain, the law of the situs thus given to the property will control the application of the recording statute. . . . The statutes of a State prescribing how conditional sales contracts and chattel mortgages shall be executed and recorded are almost universally regarded as speaking with respect to contracts made within the State and to property there situated, and not with reference to personality brought within the State and which is at the time encumbered by a valid lien elsewhere created. . . . In the present case, when Creamer, the conditional vendee, brought the goods back into the District, they were subject to the lien of the furniture company."

Weight Law Held Valid

IN the late case of *Sproles v. Binford*, 52 S. Ct. 581, the Supreme Court of the United States rendered an important decision relative to the validity of laws which restrict the weight of motor trucks utilized for transportation of merchandise over public highways.

In this case it was disclosed that a law was passed [Texas] which provides that the length of motor vehicles shall not exceed 55 feet, and the weight of loads carried thereby shall not exceed 14,000 pounds. It was contended that this law was invalid because it violated the Fourteenth Amendment of the United States Constitution. However, the Supreme Court held the law valid and enforceable, saying:

"In exercising its authority over its highways the State is not limited to the raising of revenue for maintenance and reconstruction, or to regulations as to the manner in which vehicles shall be operated, but the State may also prevent the wear and hazards due to excessive size of vehicles and weight of load. Limitations of size and weight are manifestly subjects within the broad range of Legislative discretion. . . . With respect to the power of Congress in the regulation of interstate commerce, this Court has had frequent occasion to observe that it is not fettered by the necessity of maintaining existing arrangements which would conflict with the execution of its policy, as such a restriction would place the regulation of interstate commerce in the hands of private individuals and withdraw from

the control of Congress so much of the field as they might choose by prophetic discernment."

Private Truck Carrier Liable for License

GENERALLY speaking, a State Legislature has legal right to enact laws regulating the license and operation of motor vehicles, providing such law is not discriminatory and applies to all motor vehicles operated within the State.

For instance, in *Continental Co. v. Woodring*, 52 S. Ct. 595, it was disclosed that a State law requires the owners of private motor vehicles to obtain license, pay tax and file liability insurance policy. It was further specified that the law should not be applicable to private motor carriers operating within a radius of 25 miles beyond the corporate limits of cities and, also, was not applicable to motor vehicles operated exclusively in cities.

It was contended that a law of this nature was invalid for the reason that it violated the Fourteenth Amendment of the United States Constitution. However, the Supreme Court held the law valid and enforceable, and said:

"Private motor carriers of property must obtain a license, pay a tax, and file a liability insurance policy. . . . The tax and the license fees, over the expense of administration, go to the highway fund of the State for the maintenance and reconstruction of the highways the carrier is licensed to use. The insurance policy is to protect the interests of the public by securing compensation for injuries to persons and property from negligent operations of the carriers. . . . Requirements of this sort are clearly within the authority of the State, which may demand compensation for the special facilities it has provided and regulate the use of its highways to promote the public safety. Reasonable regulations to that end are valid as to intrastate traffic, and, where there is no discrimination against the interstate commerce which may be affected, do not impose an unconstitutional burden upon that commerce."

Haulers — "Contract" versus "Commercial"

IT is well established law that a person is not a common carrier who hauls or transports merchandise strictly on contract basis with individual owners of such merchandise. Therefore such owner of motor trucks is not subject to public utility rulings.

On the other hand, it is important to know that commercial haulers are deemed those who haul or transport merchandise for all who request their services and, therefore, are subject to public utility rulings.

For instance, in *Portland Van & Storage Co. v. Hoss*, 9 p. (2d) 122, it was shown that a State law provides that contract haulers and commercial haulers shall be required to pay specified license

fees. Litigation arose over the distinction between contract haulers and commercial haulers. In holding the commercial haulers to be legal common carriers, the Court said:

"The fundamental difference between a contract hauler and a commercial hauler is that the former is engaged in the contract transportation business, whereas the latter renders transportation facilities as an incident to the business in which he is engaged. Since the contract hauler receives compensation from the individual for whom he renders his service, while the commercial carrier does not, a substantial difference exists between the two individuals."

When Contract Has No Fixed Period

CONSIDERABLE discussion has arisen from time to time as to whether a contract which does not specify the period of time of its enforcement may be cancelled by either party.

This point of the law was decided in the recent case of *Massachusetts Bonding & Ins. Co. v. Simonds-Shields-Lonsdale Grain Co.*, 49 S. W. (2d) 645.

The facts of this case are that the owner of a warehouse leased the latter to the operator, who furnished a bond which guaranteed faithful performance of his duties as a public warehouseman. The bond did not specify the duration of the contract and subsequently litigation arose over the question as to whether the bond was a perpetual one.

Under the circumstances, the Court held the bond terminable at the will of either party, and said:

"The general rule is that an agreement, which neither expressly nor by implication has any time fixed for it to expire, is terminable at the will of either party."

Relieved from Liability

THE general rule of the law is that it is the duty of a warehouseman who expressly or by implication invites or induces a person to come into his building, to exercise ordinary care to render the premises reasonably safe, for the purposes embraced in the invitation. This, however, is the full extent of the duty; the owner or occupant is not an insurer as to the safe condition of the premises.

For example, in *Anderson v. Chicago*, 241 N. W. 516, it was shown that the owner of a warehouse directed an employee where to store cement. The floor caved in and the employee was seriously injured. Suit was filed against the owner of the warehouse by the injured employee to recover damages.

Inasmuch as it was shown that care was exercised by the warehouseman in the construction and maintenance of the building, the Court held the employee not entitled to a recovery, and said:

"The presumption then would be, in

the absence of explanatory circumstances, that the floor fell because it was in an unsafe condition, and that the defendant [warehouseman] was negligent in not exercising ordinary care in properly inspecting and keeping it in repair. In the instant case, the uncontradicted evidence tends to show sufficient care in construction and maintenance of the building."

Extent of Damages for Wrecked Car

THE controlling principle to be applied in the awarding of damages for negligent damages to property, real or personal, is that the owner shall have actual pecuniary compensation commensurate with the loss sustained, and no more.

For illustration, in *Herrin Transfer & Warehouse Co. v. Carter Produce Co.*, 50 S. W. (2d) 458, it was shown that a warehouse truck collided with a passenger car, wrecking it. The owner sued the warehouseman for damages. In rendering its opinion, the Court stated the following important law:

"What are the elements of injury or loss which may be compensated is a legal inquiry which must be determined by the Court, and where the details are capable of pecuniary valuation the law affords some standard for measuring compensation for them. The established general standard or rule for measuring the amount of damages for negligent injury to an automobile is the difference between the value of the automobile immediately before and immediately after the injury."

Right to Hold Lots for Charges Due

LEGAL EDITOR, *Distribution and Warehousing*: We have as one of our accounts a company storing several different lots of their merchandise. On all of these lots, with the exception of one, we have issued non-negotiable receipts. On the one lot we have loaned money, taking the goods as collateral with the understanding that the merchandise will not be considered as collateral after ninety days from the date of storage.

These goods have now been in our warehouse a considerable period longer than the ninety days and are of questionable value. Storage and loan charges are several months in arrears.

Would it be possible for us to hold any and all other lots received for this account against the one lot on which we have loaned?—*Connecticut Valley Storage Warehouse Co.*

Answer: The authorities differ with respect to the right of a warehouseman to hold several lots of stored merchandise for charges due on one lot. However, it can be said with reasonable certainty that this would not be permissible in your case.

Generally speaking, the statutes clearly indicate that stored merchandise may be

held and disposed of for the purpose of enabling the warehouseman to obtain storage charges on the identical goods. On the other hand, the statutes permit a creditor to attach by legal proceedings any and all chattel property owned by the debtor for security on the amount due. When attaching chattel property to secure payment of a debt, the creditor institutes legal action under different laws from those which permit a warehouseman to hold and sell stored merchandise for charges due.

Under the circumstances it would be advisable for you to consult a local lawyer familiar with your State statutes, in order to determine which course of legal action is more suitable and practical to enable you to collect the money due from the owner of the stored goods.

Priority of Possession

LEGAL EDITOR, *Distribution and Warehousing*: We have been annoyed with a suit by a piano company and would like to know your views on the legal question raised.

A piano leased by them to the renter was placed in storage with us and sold for charges without notice of the title of the piano company, which admits we had no notice of its title prior to the sale but declares that we can be held for conversion nevertheless. We particularly draw your attention to Sec. 36 of the Act of March 11, 1909. (Penna. pamphlet laws 13) upon which we are relying greatly for a defense to this action.—*Fenton Storage Company.*

Answer: The general law is that a warehouseman is liable for conversion if he sells property which he has been informed is mortgaged or if a mortgage on such property was properly recorded in any State or county before such property was accepted by the warehouseman for storage.

Also it is well settled that purchaser of stolen property is bound to surrender the goods to the legal owner without any payment. This rule of the law is applicable in all cases where the legal owner of the property positively identifies it and proves it was stolen from him.

With respect to the right of a lessor of property obtaining possession of it from a person who received title by purchase from the renter, it is generally held that the owner cannot recover possession unless he proves that the purchaser had knowledge that the property did not belong to the person from whom the purchase was made.

However, the general law on these subjects may be modified by special State statutes which define the legal rights of the parties. Therefore, in view of the law referred to, it is my opinion that the probabilities are in your favor. However, the outcome of a case of this nature is uncertain, particularly for the reason that the legal rights of the parties involved depend entirely on the interpretation by the higher Court of the State statutes.

When Closing Out the Warehouse Business

LEGAL EDITOR, *Distribution and Warehousing*: We are desirous of receiving information on legal procedure of closing out our warehouse business. We are the only warehouse in this town, having a population of 6,000, and we have no creditors, but we have a stock of sugar, household goods and the like merchandise.—*Plainview Warehouse Co.*

Answer: Under ordinary circumstances—that is, where a warehouseman has made no contracts to store goods except from month to month—the warehouseman may discontinue his business when he desires to do so. However, he is bound to notify all customers of his intentions and then make arrangements to have such customers to dispose of or order disposition of the stored goods.

On the other hand, if the warehouse has agreed to keep the goods in storage for a specified period of time, he is liable for closing out his business before expiration of such time. This is true because this act is a breach of the contract, which results in liability.

In other instances, where State laws control the operation of warehouse businesses, or where the warehouse is bonded, a different procedure is required, and in all cases it is advisable to secure the services of a local attorney familiar with local laws.

Firm's Status Under Pennsylvania Law

LEGAL EDITOR, *Distribution and Warehousing*: We have a warehouse and haul household furniture and other goods for different firms, including a railway company. Also we haul goods for some merchants. At present the State of Pennsylvania has before its Legislature certain bills, which may require all common carriers to obtain permits to operate their business. What is our status?—*Karns and Sons, Storage.*

Answer: Under usual laws of this nature you will be required to obtain a certificate to operate your hauling business. This is true because it seems that you transport generally for various and different firms. Although you reserve the right to refuse to haul for some firms, that does not result in your being a private carrier to the extent that you can avoid obtaining a certificate.

Generally speaking, in order to be a private carrier you must haul for one or two more firms under contract, or transport not as a regular business.

See *Boyd Transfer Co.*, 209 N. W. 872. In this case a warehouseman hauled exclusively for his warehouse customers, and at fixed charges based upon the mileage, with additional charges for loading. During certain seasons he refused to haul for any one, and always reserved the right to accept or refuse business. Therefore the Court held this warehouseman to be a private carrier and not required to obtain a certificate from the Public Utilities Commission.

TWO BITS

Vol. XI. No. 3

A Bit Here, A Bit There

Gotham, October, 1932

YE Ed. sits desultorily at our type-writer but determinedly intent on producing a *Two Bits* page, after mo.'s of negligence, on a/c Xmas will be along shortly & Ye Ed. cannot expect to be gifted with donations, like in the past, if we do not offer our prospective donors something constructive in advance. Hence our determined insistence to produce a *Two Bits* page after mo.'s of negligence.

As we have yelped at you numerous before, writing *Two Bits* requires ideas & Ye Ed. sits here desultorily at our type writer without ideas, except 1 which has been in our mind all day, & i. e. that we should have shaved this A. M. We tried to sneak out without our Good Wife noting we had not shaved but she caught us at the door & she said sweetly "Honey, you better not go near any buildings on your way to work this morning. If you do you're liable to scrape the paint off and get sued for damages." So this A. M., coming to work, we followed the car tracks.

So we are sitting here desultorily, casting about for ideas. The 'phone jangles. May be the landlord after his rent. . . . No, it is Elmer Erickson, Chicago storager & A. W. A. prexy. We did not know Elmer was in Gotham but he is in Gotham on business & his train for Chi. leaves in a ½-hr. & he hasn't time to drop in on Ye Ed. for a social chat. We do not urge him to miss his train for that, on a/c we did not shave this A. M. & the Good Wife would give us hell if she knew we had social chatted with an A. W. A. prexy while we was unshaven.

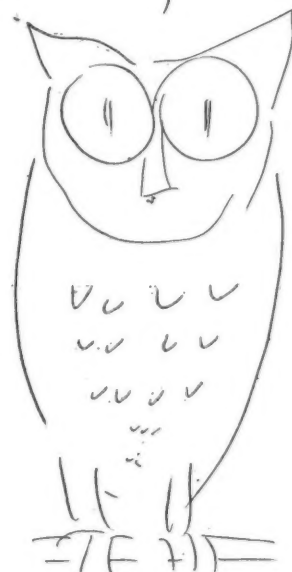
"What's that you say, Elmer? You got something for us in glass? You say the Texas boys sent it to us? Well, what is it?" Our curiosity is excited. We are no longer desultory. Something glass from Texas! & Texas, or part thereof, is near the Mex'n border & we recall having attended storagers' conventions across the border, & how!

So we question Elmer expertly, on a/c we used to be a newspaper reporter & know how to question expertly, but Elmer proves 1 of those rare birds who refuse to be interviewed successfully. Elmer declines to reveal contents of pkg except that pkg is glass.

Well, 10 min. has passed & Elmer has to check out at his hotel & catch the 20th Century for Chi. He says he will leave the pkg at the hotel check room & we should go fetch it, so, shave or no shave, we rush over to the hotel & pick up the pkg & rush home & burst in upon the Good Wife, who is cooking fish, shouting "Hey, we are gifted!" We mention glass & she grabs the pkg. not risking our personal clumsiness, & opens it herself.

Right here we should explain that our favorite (but not our Good Wife's favorite) cigar is White Owl (Advt.).

Greeting from
Minneapolis
Tex.



9-9-32

Now there is a cigar for you! The makers wrap it in cellophane, & the Good Wife says she knows they use cellophane on a/c it keeps careless husbands from dropping the feathers out onto wives' carpets.

Be that as it may, & probably is, we did not know that the news that Ye Ed. smokes White Owls (Advt.) had disseminated to Texas.

It seems that the news did leak that far, however, & last mo. (Sept.) the Texas boys conventioned at Mineral Wells & a bunch of them decided to gift Ye Ed. with White Owls (Advt.). . . . So the glass does not contain Gordon Water—like we had suspected on a/c of Elmer's disinclination to be interviewed successfully—but is a beautiful & gorgeous & scrumptuous glass lamp, replete with gadget for light'g when strung to a wall socket. It stands 2 ft. high & is in the form of 2 White Owls (Advt.) in lovey-dovey embrace. That makes us a trifle sentimental, as does also the fact that the Texas bunch

Joe Herrin
Shreveport La.

D. G. Griffin
Springfield Mo. Ton. Line
Tex. worth

Smokey Joe
Waco,

Seth Davis
Tulsa

Wilson Collier
with Red Head.
Betty Wells
Chicago

C. D. Coggeshall
Tulsa Okla.

Elmer Erickson
Chicago

O. E. Latimer
San Antonio Tex.

Ye Ed. editor
Dallas Tex. Radio
ETC.

conspired during their busy convent'g hr., & the Good Wife is rather proud of the gift too & so the day ends happily in the glow of White Owl (Advt.) illuminat'n—so soft, indeed, that it does not matter we had not shaved.

The gift is wrapped in a sheet containing a draw'g of a White Owl (Advt.) as sketched by an expert artist, & signatures of the donors are written thereon, as you can see from the accompanying illustrat'n, & the persons on this White Owl (Advt.) honor list are none other than—

Joe Herrin, the Shreveport storager; D. G. Griffin, the Fort Worth storager; "Smokey Joe," Waco storager; Seth Davis, the Tulsa storager; Wilson Collier, the A.V.L. mgr. of Chicago; Betty Wells (have we been introduced, dear heart?), of Waco; C. D. Coggeshall, the Tulsa storager; Elmer Erickson, the Chicago storager & A.W.A. prexy; O. E. Latimer, the San Antonio storager; & K. K. Meisenbach, the Dallas storager.

We are going to mail this mo.'s *Two Bits* to the White Owl (Advt.) mfgs & see if they will send Ye Ed. a free box of White Owls (Advt.) in return for this publicity. You never can tell.

H. A. HARING'S

Developing New Business for Warehouses

No. 83

New Brands of Beer—
Near and Otherwise

THE depression, high taxes and thirsty throats—these three have combined to bring new hope to breweries. This new hope has spread to those industries which expect to supply the breweries with machinery and grain, bottles and barrels and motor trucks.

The same hope ought to take hold of the warehousing industry, particularly cold storage houses, for the reason that beer, when and if again made lawful, is rather certain to seek new outlets to the market.

The Democratic platform, while going "wet" in no uncertain language, yet was very careful to set down a flat foot on the saloon. And, in his speech of acceptance, President Hoover, for the Republican party, declared firmly that he was opposed to the return of that same old institution.

It is therefore apparent that, when and if legalized beer again is a fact, the old-time saloon will not, at first, return. Whether the corner saloon will emerge on the landscape, after a time, is a question no one can yet answer.

It is is, however, enlightening to read in the brewers' own trade papers that the brewers themselves do not look forward to the saloon. They plan another method

of marketing—one which will be more in keeping with the times. For, in morals and drinking habits, the old desire to stand behind a curtain no longer exists. Frankness and openness in many matters of personal conduct have, since the World War, wholly displaced the older "modesty" which was barely skin deep. The brewers believe that, when it becomes lawful to have beer at all, the people will make no secret of drinking.

For this reason their marketing will probably pattern after the methods of soft drinks. The bottled trade will be sought, quite as much for home consumption as for public potation.

Beer, in the expectation of brewers, will be accepted socially.

It will not be necessary to peer from behind the parlor curtains, on a summer's afternoon, to watch where the beer wagon stops on the street. The lover of good brew will not be compelled to smuggle his supply into the basement after dark to save his name from gossip up and down the neighborhood.

And, in this changed mode of selling beer, ought to lie an opportunity for new business to many a warehouseman.

ACCORDING to a monthly magazine, *Tide*, which circulates principally among advertising agencies and important advertisers, the following incident is a statement of facts.

In the auditorium of a downtown building in Manhattan a group of 100 or more gathered one dark, cold day last February, when Congress was debating the sales tax measure. All these men were "unsmiling" and serious over the prospect of the sales tax, their number being made up of manufacturers mostly large and well known, but with a sprinkling of smaller concerns.

They had come together to listen to the reading of an advance copy of the proposed "manufacturers' sales tax bill," which at that time seemed so likely to be the means of Congress to "balance the budget."

A famed economist did the reading. As he read he also interpreted the text of cumbersome legal phrasing. He pointed out the meaning of this and the probable effects of that. When he had finished those hundred manufacturers rose one by one, but every one of them greatly worried. They gave a succession of testimonials of how hard business had been for the past year, how they had sacrificed personal profits in order to hold their organizations to-

gether, how no profits had been earned, how great had been the effort to retain employees and care for worthy men, and how even the smallest sales tax would prove the final straw to put them out of business and throw their employees out of work.

More than half the hundred manufacturers had made their pleas and gloomily returned to their seats when from the back of the auditorium "a scholarly, gray-haired gentleman arose, placed his prince-nez on his nose, smoothed his Van Dyke beard and, carrying his papers like a college professor, came to the front of the room."

"Gentlemen," he announced, "I am Mr. Fox, secretary of the United States Brewers' Association."

Applause broke the gloomy silence of the hall.

"And I represent," continued Mr. Fox, "the one industry in the United States that would like to be taxed."

He told the truth.

Up and down this country, regardless of what each of us believes in the matter of prohibition, we all are firmly agreed that this Government of ours needs, and needs sorely, the revenue that would flow from a tax on beer. It, alone and of itself, would "balance the budget" and solve one very important fiscal problem.

Legalization Soon

WHICHEVER political party wins the Presidency about five weeks from the day this issue goes into the mails, the evidence is conclusive that Congressional wets are gaining strength. Business men, too—for the sake of the tax revenue and also because the Government will slash off several hundred millions of wasted payrolls now seeping away through the Prohibition Enforcement Bureau—favor the Glass bill or its equivalent.

The legalization of four per cent beer and light wines will occur within a few months. Dry and wet partisans alike expect this to happen.

Personally, I was a "dry" for all the years prior to 1919; I have been the same since that year; and, in all probability, always shall remain such. All my own prejudices are, therefore, contrary to what I have just written. Yet, as a business man and as one who studies more or less into economic problems, I see no alternative. What is more, I now favor the change myself—not, as is apparent, because I am especially "thirsty," but because I am convinced that four per cent beer is sound economics and sound prohibition for our country. My own position is of little consequence. It is, how-

ever, fairly typical of millions of former "drys." We know, today, that the Amendment requires modification.

Congress will bring about four per cent beer and light wines wholly without reference to the repeal of the Eighteenth Amendment. It will merely modify the Volstead Act.

The repeal or re-enactment of the Amendment may or may not come later. In any event it will take a considerable period of time to accomplish. It can easily be balked if only 13 of the 48 States are a bit reluctant to give assent. An obstinate five or six per cent of our total population can prevent repeal for all time by refusing to vote for it.

But Congress, in modifying the Volstead Act, will merely redefine its own definition of what makes a drink "intoxicating."

At present, Congress has decided for us that one-half of 1 per cent of alcoholic content is "intoxicating." Near-beers are forbidden to exceed this percentage. The probability is that Congress will say, in the modified law, that four per cent is not "intoxicating." It may even set a limit of five or eight per cent, if the wine manufacturers get their wishes.

Already the "Law" in 12 States

THE moment this modification act has been signed by the President, breweries in twelve of the States will be turning out legalized beer. These States are ready for the change. In the other States it will be necessary for each Legislature to repeal its own prohibition laws, most of which were passed in the years immediately following 1919 but a few of which are of older origin.

These twelve States are:

- | | |
|------------------|------------------|
| 1. Massachusetts | 7. Louisiana |
| 2. Montana | 8. New Mexico |
| 3. Nevada | 9. Pennsylvania |
| 4. New York | 10. Missouri |
| 5. Wisconsin | 11. Maryland |
| 6. Connecticut | 12. Rhode Island |

Of this list of twelve the five first named have already repealed their prohibition statutes; the second five have enforcement laws which provide that the Federal "definition" of "intoxicating liquors," whatever it may be from time to time, shall be theirs too; the eleventh State, Maryland, never did adopt a prohibition statute; while the twelfth State, Rhode Island, already has passed a law to legalize beer.

Five additional States have laid plans to change their laws. They will, in all probability, have local statutes to legalize beer and light wines before Congress modifies the national law. These five are:

- | | |
|---------------|---------------|
| 1. California | 3. Michigan |
| 2. Illinois | 4. New Jersey |
| 5. Ohio | |

The "hard liquors" have disgusted the country.

Speakeasies and bootleggers have, in thirteen years, persuaded a host of people that beer and light wines would be a blessing. We do not want another generation of our young people to grow up under "hard liquors."

State after State, as shown in the lists just given, has gone just as far as it

dares to legalize the newer sentiment of its population. Within those same States Federal enforcement has become more and more difficult, if not next to impossible, for the simple reason that a majority of the people do not favor enforcement but desire legalized beer and light wine.

Warehouses Will Function

EVERY indication is that bottled beer will exceed all previous records.

Bottle-making and bottling machinery have improved vastly in the years since prohibition came upon us in 1919. The soft drink manufacturers have developed a wonderful scheme of marketing their products in bottled form.

They, however, do not require refrigeration as does beer.

Soft drinks are made, quite commonly, with hot water. Certainly they are not cooled in the manufacturing processes. Nor are they kept cool at all stages of the marketing until opened by the consumer. Good beer is, however, made best and kept best if held under mild refrigeration, and the manufacturing technique of breweries calls for continuous cooling.

This will undoubtedly mean that, spread out over the country, many of our existing cold storages will be purchased by the brewing interests or by jobbers and distributors of beer. This will be the quickest way to control suitable distributing plants. Such plants are necessary for rebulking beer from barrel into bottle after railroad transportation from brewery to distributing market. Indeed, unless all signs fail, shipment from the breweries will be in the newly improved tank-cars moving by rail, rather than in barrels of carload quantity.

In addition to the acquisition of hundreds of cold storages the beer makers will establish innumerable spot stocks in all markets, both small and large. They will come into the market to lease spaces in cold storages, to lease entire houses, and for open storage in the house.

The oncoming of legalized beer ought to be the biggest boost to new business our cold storages have had for fifteen years—since those years when every available cubic foot was filled with wartime food supplies.

List of Near-Beer Makers

AT one time the United States had about 1,100 breweries. Of this large number only 183 are now operating, making near-beer and soft drinks and cheese. These 183 operating plants will be the immediate source of legalized beer, just as, already, they are manufacturing in twelve States a product which without any boasting or advertising is in excess of the Federal half of one per cent.

The key to "real stuff" lies, primarily, with these 183 establishments. Each of them could, with a few days' notice, produce four per cent or five per cent beer in quantity. The only manufacturing difference between near-beer, which they are now turning out, and the actual beer which they then would be allowed to

sell, lies in the final process of distillation. At the present time the prohibited higher percentage of alcohol is distilled out of the fermented beverage. Thus the maker of near-beer stands prepared to produce four per cent beer with actually less labor and less processing than is now required to comply with the law. He will merely not remove the excess percentage of alcohol.

The list of these 183 makers has been painstakingly compiled by *Tide*, from whose bulletins and publication and with whose permission, it is here reproduced. The list was correct as of the final week of July, 1932.

Near-Beer Makers in the U. S.

California

Fresno Beverage Co. (Mgr. H. Stoeckl) 100 M St., Fresno.
Los Angeles Brewing Co. (Mgr. George Zobelein) 1920 No. Main St., Los Angeles.
Maier Brewing Co. (Mgr. Dr. E. E. Stone) 440 Aliso St., Los Angeles.
Golden West Brewing Co. (Pres. Chas. W. Heyer) 7th and Kirkham Sts., Oakland.
Cereal Products Refining Co. (Mgr. Samuel A. Clarke) 762 Fulton St., San Francisco.
Milwaukee Brewery of San Francisco (Mgr. H. A. Lunsmann) 470 10th St., San Francisco.
Rainier Brewing Co. (Mgr. Joseph Goldie) 1500 Bryant St., San Francisco.
El Dorado Brewing Co. (Pres. F. W. Rothenbush) Park and American Sts., Stockton.

Colorado

Tivoli-Union Co. & Western Products Co. (Mgr. Wm. Burghardt) 1342 10th St., Denver.
Adolph Coors Co., Golden.
Ph. Schneider Brewing Co. (Mgr. Frank J. Haurin) Trinidad.

Connecticut

Weidemann Co. (Mgr. Frank J. Higgins) 2095 Campbell St., New Haven.

District of Columbia

Abner-Drury Co. (Mgr. Abner B. Drury) 25th, F and G Sts., Washington.

Georgia

Atlanta Ice & Bottling Co., 273 Courtlandt St., Atlanta.

Illinois

Bluff City Brewery (Mgr. Wm. Netzhammer) 1421 Pearl St., Alton.
Atlas Brewing Co. (Pres. Chas. J. Vopicka) Blue Island Ave., 21st and Laflin Sts., Chicago.
Bosworth Products Co. (North American Brewing Co.) (Pres. Simon Lederer) 2536 Bosworth Ave., Chicago.
Monarch Beverage Co. (Mgr. Frank Schraeder) 2419 W. 21st St., Chicago.
National Beverage Co. (Mgr. Peter Theurer) 1926 W. 18th St., Chicago.
Prima Company (Mgr. H. F. Ernst) 825 Blackhawk St., Chicago.
United States Brewing Co. (Mgr. George H. Keifer) 2519 Elston Ave., Chicago.

Indiana

Berghoff Products Mfg. Co., Inc. (Mgr.

B. A. Poelhuis) 1025 Grant Ave., Fort Wayne.
Kamm & Schellinger Co. (Mgr. Clarence J. Kamm), Mishawaka.
South Bend Beverage & Ice Assn. (Mgr. Geo. H. Voedisch) 1622 Lincoln Way, W., South Bend.

Kentucky

Falls City Ice & Beverage Co. (Pres. Ben. H. Schrader) Broadway and 31st, Louisville.
The Oertel Co., Inc. (Mgr. John F. Oertel) 1400 Story Ave., Louisville.

Louisiana

Jackson Brewing Co. (Mgr. Jos. Fabacher) Wilkinson and Decatur Sts., New Orleans.
Mertz Products Co. (Mgr. H. H. Hegneloua) 2401 Tulane Ave., New Orleans.
Union Products Co. (Mgr. Julius Grootesch) 2809 No. Robertson St., New Orleans.

Maryland

Baltimore Brewing Co. (Mgr. James A. Mills) Brehems Lane, Baltimore.
Globe Brewing & Mfg. Co. (Mgr. M. G. Belding) 327 So. Hanover St., Baltimore.
Geo. Gunther, Jr., Brewing Co. (Mgr. Henry O. Bailey) 1211 So. Conkling St., Baltimore.
Cumberland Brewing Co. (Mgr. M. L. Fesenmeier) 711 No. Centre St., Cumberland.

Massachusetts

Burkhardt Brewing Co., Parker and Station St., Boston.
Commercial Co. (Mgr. W. E. Sullivan) 40 Roland St., Boston.
London Beverage Co., 1256 Columbus Ave., Boston.
Haffenreffer & Co. (Pres. Theo. C. Haffenreffer) 30 Bismarck St., Jamaica Plain.

Michigan

Bay City Beverage Co. (Mgr. Albert J. Gust) 110 So. Water St., Bay City.
American Products Co. (Mgr. Fred C. Stange) 1000 Cary St., Detroit.
Stroh Products Co. (Mgr. John W. Stroh) 909 E. Elizabeth St., Detroit.
Tivoli Brewing Co. (Mgr. John J. Sullivan) 10129 Mack Ave., Detroit.
H & A Bottling Co. (Mgr. A. T. Hoffman) Escanaba.
United Beverage Co. (Mgr. Michael Horwich) Menominee.
C. Kern Products Co. (Mgr. Fred Kern) 511 River St., Port Huron.
National Co., Saginaw.

Minnesota

Cold Spring Brewing Co. (Sec. Ferdinand Peters) Cold Spring.
The Fitger Co. (Mgr. V. H. Anneke) 600 E. Superior St., Duluth.
E. Fleckenstein Beverage Co. (Mgr. E. W. Fleckenstein) Lock Box 308, Fairbault.
Gluek Brewing Co. (Mgr. Karl G. Gluek) 2021 Marshall St., Minneapolis.
August Schell Co. (Mgr. George Marti) Schell Ave., New Ulm.
Theo. Hamm Brewing Co. (Mgr. Robert Nippolt) 681 E. Minnehaha St., St. Paul.
Jacob Schmidt Brewing Co. (Mgr. Adolph Bremer) 882 W. 7th St., St. Paul.
Ergesser Brewing Co. (Mgr. M. C. Engesser) St. Peter.

Sugar Loaf Brewery (Mgr. Wm. F. Miller) Winona.

Missouri

M. K. Goetz Brewing Co. (Pres. Wm. L. Goetz) 6th and Albemarle Sts., St. Joseph.
Anheuser-Busch, Inc. (Mgr. August A. Busch, Jr.) 9th and Pestalozzi Sts., St. Louis.
Falstaff Corporation (Mgr. Alvin Griesedieck) 3663 Forest Park Blvd., St. Louis.
John B. Busch Brewing Co. (Mgr. Ulrich Wm. Busch) Washington.

Montana

Kalispell Malting & Brewing Co. (Mgr. Edw. R. Gay) P. O. Box 528, Kalispell.

Nebraska

Story Beverage & Ice Co., Omaha.

Nevada

Carson City Brewing Co. (Mgr. Arnold A. Millard) 401 King St., Carson City.
Reno Brewing Co., Inc. (Mgr. Jacob Hook) 990 E. 4th St., Reno.

New Jersey

Camden County Beverage Co., Camden.
Rising Sun Brewing Co., 7th and Marshall Sts., Elizabeth.
Harrison Beverage Co., 500 Harrison Ave., Harrison.
Monmouth Cereal Beverage Co., Keansburg.
Gottfried Krueger Brewing Co. (Mgr. Wm. F. Hahn) 75 Belmont Ave., Newark.
Burton Beverage Co. (Mgr. Wm. Van Noort) Governor and Straight Sts., Paterson.
Eureka Cereal Beverage Co. (Mgr. Edw. J. Baker) 236 Marshall St., Paterson.
People's Brewing Co., Lalor and Lamberton Sts., Trenton.
Union City Brewing Co., Union.

New York

Dobler Brewery (Mrs. H. J. McKeon) Myrtle Ave., Swan and Elm Sts., Albany.
Jacob Laurer Brewing Co. (Mgr. Anthony Garvey) Laurel Ave., Binghamton.
City Brewing Corporation (Mgr. John Koenig) 912 Cypress Ave., Ridgewood, Brooklyn.
Excelsior Brewery, Inc. (Mgr. M. L. Mandel) 227 Pulaski St., Brooklyn.
Edward B. Hittlemann Brewery (Mgr. Wm. J. Fischer) 1 Bushwick Pl., Brooklyn.
Interborough Brewing Co., 28 George St., Brooklyn.
Liebmann Breweries, Inc. (Pres. Ernest Obermeyer) 36 Forrest St., Brooklyn.
Michel Brewing Corporation (Mgr. A. Lewis Drummond) 122 Third St., Brooklyn.
North American Brewing Co. (Mgr. Geo. C. Doerschuck) 1306 Greene Ave., Brooklyn.
Piel Brothers, Inc. (Pres. Wm. F. J. Piel) 315 Liberty Ave., Brooklyn.
The F. & M. Schaefer Brewing Co. (Mgr. F. W. Rickers) 2 So. 9th St., Brooklyn.
John F. Trommer, Inc. (Pres. George F. Trommer) Bushwick Ave. and Conway St., Brooklyn.
Gerhard Lang Brewery (Mgr. Frederick H. Buehl) 400 Best St., Buffalo.

Fred Koch Brewery (Mgr. Wm. L. Koch) 15 W. Courtney St., Dunkirk.
John Eichler Brewing Co. (Supt. August E. Uihlein) 3582 Third Ave., New York.
Fidelio Brewery, 501 First Ave., New York.
Lion Brewery of New York City (Mgr. P. Ferri) 104 W. 108th St., New York.
V. Loewer's Gambrinus Brewery Co. (Mgr. Jacob Loewer) 10th Ave. and 40th St., New York.
Jacob Ruppert (Mgr. Jacob Ruppert) 1639 Third Ave., New York.
Spray Products Co. (Mgr. Wm. J. Kenney) Niagara Falls.
McGowan City Brewery (Mgr. Joseph M. McGowan) Oswego.
Bar Tan Corporation, 11 Tulip St., Poughkeepsie.
American Brewing Co. of Rochester (Mgr. E. W. Loebs) Rochester.
Rubsam & Horrmann Brewing Co. (Mgr. Wm. Lucaa) 191 Canal St., Stapleton.
Haberle Beverage & Products Co., 500 Butternut St., Syracuse.
Mohawk Valley Beverages (Mgr. Sam'l Smith) 610 Jay St., Utica.
West End Brewing Co. (Mgr. F. X. Matt) 811 Edward St., Utica.

Ohio

The Renner Products Co. (Mgr. Geo. J. Huber) 275 No. Forge St., Akron.
The Bruckmann Co. (Mrs. John C. Bruckmann) Ludlow, Rapid Transit, Cincinnati.
Cincinnati Beverage & Products Co. (Mgr. Edw. Beigel) 2960 Spring Grove Ave., Cincinnati.
Cleveland-Sandusky Co. (Mgr. O. J. Fishel) 2600 Carroll Ave., Cleveland.
Eilert Beverage Co. (Mgr. H. F. Eilert) Sackett Ave. and W. 31st St., Cleveland.
The Pilsener Ice, Fuel & Beverage Co., Clark Ave. and W. 65th St., Cleveland.
A. Wagner & Sons Products Co. (Mgr. Carl J. Wagner) 613 Park St. So., Columbus.
Hollenkamp Products Co. (Mgr. Theo. D. Hollenkamp) Hickory and Brown Sts., Dayton.
Miami Valley Brewing Co. (Mgr. Edw. Rauh) 1st and Beckel Sts., Dayton.
Christ Diehl Brewing Co. (Mgr. Albert F. Diehl) 24 No. Clinton, Defiance.
Belmont Products Co. (Mgr. Wm. J. Matz) 208 Jefferson St., Martins Ferry.
Star Beverage Co. (Mgr. A. W. Fierrott) Minster.
Crystal Rock Products Co. (Division of Cleveland & Sandusky Brewing Co.) (Mgr. Roy Homegardner) 2207 W. Madison St., Sandusky.
Buckeye Producing Co. (Mgr. O. W. Cummerow) 1501 Michigan St., Toledo.
General Storage & Products Co., 2 Oak St., Toledo.
Woolner Brewing Co. (Mgr. Chas. K. Woolner) 22 So. Superior St., Toledo.
Koch Beverage & Ice Co. (Mgrs. Karl J. Koch and Carl Siferd) 207 No. Water St., Wapakoneta.

Oregon

Wm. Roesch Bottling Works (Mgr. Wm. Roesch) Pendleton.
Blitz-Weinhard Co. (Mgr. A. I. Blitz) 20th and Upshur Sts., Portland.

Pennsylvania

Horlacher Co. (Mgr. George N. Horlacher) 311 Gordon St., Allentown.
Louis F. Neuweiler's Sons (Mgr. Carl G. Fischer) 401 No. Front St., Allentown.
Labor Products & Ice Co. (Mgr. Salvatore Cancelliere) Brackenridge.
Eagle Brewing Co., Catasauqua.
Columbia Brewery, 247 So. 4th St., Columbia.
Yough Brewing Co. (Mgr. Otto Koehler) Connellsville.
DuBois Brewing Co. (Mgr. Frank J. Hahne, Jr.) DuBois.
Erie Brewing Co. (Mgr. J. M. Magenau) 22nd and State Sts., Erie.
Robert H. Graupner's Brewery (Mgr. Fred W. Graupner) 829 Market St., Harrisburg.
Goenner & Co. (Mgr. Paul Hahn) Third Ave. and Power St., Johnstown.
F. A. Rieker Brewing Co., 554 W. King St., Lancaster.
Charles D. Kaier Co., Ltd., Mahanoy City.
Adam Scheidt Brewing Co. (Mgr. Adam J. Scheidt) Norristown.
George Esslinger & Son Brewing Co. (Pres. M. J. Brown) 417 No. 10th St., Philadelphia.
Jacob Hornung Brewing Co. (Mgr. Paul R. Dreisel) Clearfield, 22nd and Lippincott Sts., Philadelphia.
Henry F. Ortlieb (Mgr. Henry F. Ortlieb) 845 No. 3rd St., Philadelphia.
Penn Beverage Co. (Mgr. W. R. Lyons) 1306 Fitzwater, Philadelphia.
Philadelphia Beverage Co. (Pres. Martin C. Norton) 6th and Clearfield, Philadelphia.
C. Schmidt & Sons, Inc., 127 Edward St., Philadelphia.
John J. Wolf, Inc. (Mgr. Geo. J. Wolf) 921 No. 5th St., Philadelphia.
Independent Brewing Co. of Pittsburgh (Pres. J. H. Friday) So. 22nd and Mary St., Pittsburgh.
Pittsburgh Brewing Co. (Pres. C. H. Ridall) 3340 Liberty Ave., Pittsburgh.
D. G. Yuengling & Son, Inc. (Pres. Frank D. Yuengling) 501 Mahantongo St., Pottsville.
Fort Pitt Brewing Co. (Mgr. Samuel J. Grenet) Canal and 16th Sts., Sharpsburg.
Home Brewing Co. (Mgr. C. J. Schmidt) Shenandoah.
Puraqua Products & Ice Co. (Mgr. W. C. Farmer) Smithton.
Stegmaier Brewing Co. (Mgr. Geo. W. Guckelberger) 152 E. Market St., Wilkes-Barre.

South Dakota

Huron Beverage Co. (Mgr. J. Poellinger) Huron)

Tennessee

Wm. Gerst Brewing Co. (Mgr. August L. Gerst) Nashville.

Texas

Alamo Foods Co. (Mgr. B. B. McGimsey) Ave. A and James St., San Antonio.
Spoetzl Brewery (Mgr. K. Spoetzl) Shiner.

Utah

Becker Products Co. (Mgr. W. F. Nantker) 19th St. and Lincoln Ave., Ogden.

Washington

Hemrich Brewing Co. (Mgr. Alvin Hemrich) 2918 Ninth Ave. So., Seattle.
Imperial Beverage Co., Inc. (Mgr. Fred J. Martin) 1107 No. Pearl St., Spokane.
Inland Products Co., 1402 2nd Ave., Spokane.
Spokane Brewing & Malting Co. (Mgr. Henry Boesmann) 901 Broadway, Spokane.
Columbia Brewing Co. (Mgr. Anson West) 2120 So. C St., Tacoma.
Olympia Club Co. (Mgr. N. Dorsey) 350 So. 2nd St., Walla Walla.

Wisconsin

Berlin Products Co. (Mgr. James Kulnick) 401 Broadway, Berlin.
Calumet Products Corporation (Mgr. Ed. A. Boll) 125 Commerce St., Chilton.
G. Heileman Brewing Co. (Mgr. R. A. Albrecht) La Crosse.
Star Brewing Co. (Mgr. A. Sterr) Lomira.
Fauerbach Brewing Co., 651 Williamson St., Madison.
Manitowoc Products Co. (Pres. D. C. Bleser) Manitowoc.
Val Blatz Brewing Co. (Mgr. F. M. Gabel) 604 Broadway, Milwaukee.
Cream City Products Co. (Mgr. R. Wittmann) 490 13th St., Milwaukee.
A. Gettleman Brewing Co. (Mgr. F. Gettleman) W. end of State St., Milwaukee.
Independent Milwaukee Brewery (Mgr. Harry E. Bills) 1211 8th Ave., Milwaukee.

Wyoming

Sheridan Brewing Co. (Mgr. Jos. Heisler) Sheridan.

Warehousing Wins Its Fight to End Southwestern Lines' Cut-Rate Storage and Free Pool Car Practices

(Concluded from page 8)

warehousing practices in violation of the law.

This field investigation proved the warehousemen's allegations were correct, and the Commission called the railroads' attention to the apparent violations and threatened legal action unless they were stopped. It is understood the railroads made little attempt to justify the practices and discontinued them without the necessity for legal action.

T. W. Waldrop, manager of the Southern Pacific Transport Company, on Sept. 3, notified the freight agents of the Southern Pacific in Texas that the practices were to be discontinued. His letter follows:

"In compliance with opinion of the Interstate Commerce Commission that our present practice of distribution of pool cars was in violation of classification rules 23 and 27, and an order of that body to cease and desist such practice, please be advised that we will discontinue the practice as soon as all cars now en route are distributed. Kindly

notify all shippers interested of this decision and solicit for their continued favorable routing to the Southern Pacific Lines."

The actual order of the Commission and the correspondence between the Commission and the railroads, with the exception of a letter sent the railroads by Commissioner William E. Lee, have been held confidential by the Commission due to the informal method of adjusting the case adopted by Judge Hickey.

—Stephens Rippey.

Mr. Waldron's letter referred to in the foregoing Washington correspondence was sent, according to John J. Hickey, counsel for the Warehousemen's Protective Committee, the following freight agents of the Southern Pacific Lines:

W. C. Barnes, El Paso; H. C. Franks, Galveston; Willis J. Carter, Harlingen; L. N. Lyon, J. E. Carter and A. R. Atkinson, Houston; H. A. Leoffler, San Antonio; L. C. Bouchard and F. B. McKay, Dallas; C. S. Elliott, Fort Worth; and Wade Cunningham, Waco.

Also it went to various Southern Pacific Transport Co. representatives handling pool cars in Texas.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

Lubricating "Economies" Are Usually Costly

One Grade of Oil Inadequate
for Mixed Fleets

PERHAPS few subjects have been accorded broader discussion among fleet operators and engineers than lubrication and correct methods of accomplishing it.

The general opinion is that troubles may be traced to lack of proper inspection and to insufficient as well as improper lubrication.

Use of oils entirely too heavy for the engine, for example, is quite general. It has been found also that many operators make the mistake of using a single grade of oil or body of oil for the engines when the latter are of widely different design and engaged in varied work requiring different lubricants.

This desire to use one grade or body of oil for all vehicles is natural in that it permits standardization and the convenience of handling.

However, in mixed fleets, of which the warehousing industry is particularly blessed according to facts re-

vealed in a recent survey conducted by *Distribution and Warehousing*, it will be found that engine design and size differ widely, as do also the systems incorporated for the distribution of the lubricant within the engine.

As a result, some engines require oils of different body, depending on their design and the work that is performed.

In too many cases the desire for more economical consumption is responsible for the use of too heavy an oil. Thus bearings and so on are starved for proper lubricant; excessive carbon forms and hard starting prevails, especially during the colder months. Too heavy a lubricant is responsible also for greater fuel consumption because of the fact that oils in the first place offer resistance to motion and when they are heavy they set up an excessive fluid friction which is particularly responsible for an increase in fuel consumption.

CONSIDERABLE experimenting through field tests has been made to determine just when or in how many miles an exchange of oil should be made. This test comprises twenty-four pieces of equipment to give a mechanical history and the determination of slippage in cubic feet per minute at a unit speed. The oils are given weekly fire, flash, viscosity, dilution and residue tests. With this method, the maximum life of the oil can be made use of and the lubricant can be changed before a failure arises.

The following gives some but not all of the reasons for failures in automotive lubrication, as revealed in these field tests and reported on by E. C. Wood, vice-chairman of the transportation and maintenance committee, Society of Automotive Engineers:

"1. Engine Lubrication. First, dead ends in an oil circulating system collect grit; hence there should be no dead ends. Second, oil-grooving in many engines is still done without regard for the principals involved in producing oil films. Designers should give even more thought to the oil flow in the bearings, to the maintenance of an oil-film through avoiding

oil grooves in the high pressure areas, and to the introduction of oil at low pressure points.

"As to the elimination of pockets in the circulating system which collect grit, the worst offenders are large plugged holes in crank pins and dead end camshaft bushings. There is room for considerable improvement in the design of oil-grooving. The recovering or priming pick-up of oil pumps is too slow. More development is needed in the injecting type of lubricating system. The improvement needed is the complete removal of grit from the oil every time the oil goes through the pump and system.

"2. Bearings. There seems to be a rather erratic condition in connection with bearings. In some cases the bearings are overoiled. This results in bearing leaks, especially in rear main bearings. In other cases insufficient lubrication is the fault, and sometimes results in scorching. The factories nearly always follow these cases of trouble with a bearing change-over. It seems that if a little more time were taken in designing the job in the first place, a great deal

of trouble and expense in bearing trouble can be eliminated that at present has to be reconditioned in the field.

"One of the most difficult things the fleet operator has to contend with is the purchase of oils, as there are no comparative standards to guide the purchaser. It is suggested that greater cooperation between the factory and the operators be had. As to the present condition, the best engineering data available from reliable oil companies is the only technical advice to be had, and it has too great a range for making accurate comparisons.

"The main troubles with which fleet operators have to contend in chassis lubrication relate to that group of small but important bearings generally lubricated through a grease plug by intermittent high pressure injection."

In greasing, the mistaken assumption that the job is finished just as soon as grease is seen coming out at the far end of the bearing leads to trouble. Grease, it is claimed, cannot be forced to the contact side of loaded bearings, so passages all lead to the unloaded side and the grease goes out through the clearance.

TRANSPORTATION

by F. Eugene Spooner

If the contact surfaces of a bearing are adequate in size, all that is necessary to make them last indefinitely are protection and a constant supply of clean oil.

On nearly all trucks the spring-bolts, kingpins, brake shafts, etc., carry grease cups or oil fittings, but due to the fact that in many cases dirt on the grease fitting is forced into the bearing, this system lacks perfection.

Though no definite recommendation has been made as to whether the chassis should be greased or oiled, consideration is being given to pressure lubrication, individual magazine lubrication and to central station or so-called one-shot lubrication. Consideration is being given also to required clearances for the working parts under each system. Once this is accomplished, it is thought that there will be little need for so many special greases, thus making it possible to lubricate the chassis with not more than three kinds of oils or greases.

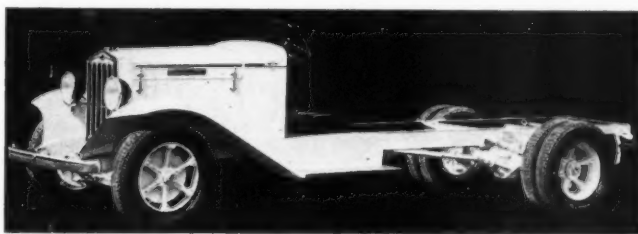
Vastly, many operators attribute the need for so many oils and greases as due to faulty design. These special lubricants called for in instruction books make a complicated and expensive program. Three or four should suffice.

With charts and instruction guides provided, and with oilers trained to realize that, if lubrication is neglected, the adjustments and replacements will increase in direct proportion to the lack of lubrication, and with the cooperation of the manufacturers that is needed, the lubrication problem would be at its minimum within a short time.

Trailer Tire Wear Is Attributed to Bending of the Axle Under Load

INTERESTING facts relative to the causes of excessive tire wear on trailers have been revealed in a recent nation-wide field investigation by engineers of the Timken-Detroit Axle Co., Detroit. This inquiry has shown, it is stated, that tires on trailers are subject to all the common causes of excessive tire wear that may develop on trucks; but that there is something beyond these common causes of excessive tire wear which is contributing to the irregular tread wear often observed on dual-tired trailers. These facts are declared to be of significant importance in view of the increase in this type of haulage operation. The company says:

Low-Priced Heavy-Duty 1½-Ton Is Announced by Diamond T



THE Diamond T Motor Car Co., Chicago, announces a 1½-ton, Model 210SF, selling at \$545—a new low record by Diamond T. Of heavy-duty construction and furnished in a standard wheelbase of 135¼ inches to accommodate bodies to 9 feet in length, and in a special long wheelbase of 158 inches available for bodies to 11 feet, Model 210SF includes as standard equipment numerous items, such as helper springs and spring-car bumper, for which extra charge is ordinarily made.

Another feature is provision for choice of axle—with single tires, a massive

semi-floating axle of heavy-duty design; with dual tires, a full-floating real axle of similar size and capacity but which offers the advantage of placing the wheel bearings directly above the center of road contact. With the latter type of axle the unit is known as Model 210FF, priced at \$565.

The truck is powered with the Diamond T Hercules engine. Other features are 4-wheel hydraulic brakes; and a new type of flexible mounting for the clutch plate. A special de luxe all-weather steel cab has been developed for this model.

"Investigation showed that the troublesome tire wear condition was directly traceable to the deflection or bending of the trailer axle under load, the resulting inward tilt of the wheels throwing the weight on the inner edge of a single tire or on the inner tire of a dual mounting. The result, as stated by The Rubber Manufacturers' Association, Inc., in instructions covering proper care of pneumatic track tires, is 'an unnatural wiping of the inside shoulders and leads to a breaking down of the fabric and premature failure.' The proper remedy is obviously the reduction of axle deflection to a negligible minimum. The attempt to use a positive camber or upward bend of the axle to compensate for the deflection has not proved successful. Neither does it answer the problem caused by high-crowned roads.

"Tires are built to run in a perfectly vertical and parallel position when the trailer is loaded. Only under these conditions can the operator expect the greatest mileage from his tires. Hence, the solution to the problem lay in an entirely new type of trailer axle design, which was ultimately achieved by Timken engineers in the form of tubular construction so designed as to effectively

resist stresses from any direction and possessing maximum strength and rigidity with minimum weight.

"As it was found that positive camber (upward bend) or reverse camber (downward bend) both cause excessive tire wear, the only proper solution was this tubular type member in which the necessity for camber in either direction was eliminated. Especially are these conditions troublesome when solid tires are changed for dual pneumatics on the existing axles, the increased track of the pneumatic tire permitting the axle to bend more readily."

General Motors Offers Two New Trailer Units

THE General Motors Truck Company, Pontiac, Mich., has announced two new trailers designed to provide "greater carrying capacity with less chassis weight." They are the TT-252 semi-trailer with a payload capacity of 5 to 10 tons, and the TT-418 4-wheel trailer with a 3 to 5-ton payload rating. The first is priced at \$810 and the second at \$785.

In the semi-trailer, particular atten-

tion has been paid to the fifth wheel, its construction "enabling the driver to couple and uncouple without assistance." A pressed steel ramp on the lower fifth wheel saves weight and provides a gradual pick-up, lessening the shock and conserving truck tires. The upper fifth wheel is stationary and integral with the frame, giving added strength without excess weight. Locking is accomplished automatically when coupling, while a pull on the lever is all that is necessary to uncouple. A wide range of height adjustment is provided through use of new improved supports giving an adjustment of 7½ in. for various tractors and tire heights.

One feature of these trailers is that a large proportion of the wearing parts of both tractor and trailer are interchangeable.

The 4-wheel trailer is constructed with a frame exceptionally strong and is one of the first units of this type to employ 1-piece pressed steel drop-frame construction, resulting in a lower center of gravity.

Studebaker-White Merger Submitted to Stockholders

PLANS for acquisition of the White Motor Co., Cleveland, by the Studebaker Corp., South Bend, Ind., were announced on Sept. 13 in a statement signed by A. R. Erskine, president of the latter, and R. W. Woodruff, chairman of the board of directors of the former company. Their statement was issued after the directors of White Motor had met here and those of Studebaker had met in South Bend.

The consolidation, which is subject to ratification by the stockholders of each company by Oct. 13, would be the largest effected in the automobile industry in several years, uniting companies with combined assets of more than \$85,000,000, after substantial writedowns. At the end of 1931 Studebaker had assets carried at \$118,286,448, including current assets of more than \$30,000,000, while White had total assets of \$42,778,056, including current assets of \$23,460,166.

Albert R. Erskine will be head of the Studebaker-White interests, with Frederick S. Fish, Studebaker chairman, as chairman of the merged company, it was indicated by directors of the White company following their meeting here.

Return Loads Bureau

The Affiliated Return Loads Bureau, Inc., which recently opened an office at 199 Liberty Street, Springfield, Mass., as announced in the September *Distribution and Warehousing*, is a New York corporation, with offices in New York City and branches in Boston, Buffalo, Newark and Washington, specializing in handling of household goods and office moving locally and nationally.

Texas Private Motor Carriers Appeal to U. S. Supreme Court

PRIVATE contract carriers in Texas have appealed to the Supreme Court of the United States from the decision of the Federal District Court for the Southern District of Texas holding valid the Texas statute of 1931 declaring the business of operating as a motor carrier for hire is a business affected with a public interest and requiring contract carriers to secure permits and comply with regulations of the State Railroad Commission before they may use the highways.

The case was docketed at Washington on Aug. 30 under the title *Stephenson et al. v. Binford et al.* The appeal of the contract carriers is taken from the denial of a permanent injunction against enforcement of the provisions of the statute applying to the appellants.

The provisions of the Texas statute, the appellants claim, are tantamount to compelling them to dedicate their property to public transportation before they can operate their motor vehicles as carriers for hire on the highways of the State. The business of contract carriers is in no sense "a business affected with a public interest," it is urged. "The Legislature cannot by mere legislative declaration convert appellants' purely private business into one affected with a public interest, so as to be able to control and regulate it."

The lower Court declared that "those engaged generally in the unregulated business of the carriage of goods for hire, may not, merely because they carry usually for single individuals and upon special terms, by invoking the Fourteenth Amendment, maintain the right to continue to do such business on the public roads, against the will of the State asserted by statute that they shall not do so."

In their appeal, the contract carriers complain that the law, as applied to them, denies them due process of law and the equal protection of the laws, in contravention of the Fourteenth Amendment.

Florida Classifications Sustained by State Court

HOLDING that the Legislature was justified in requiring certificates of convenience and necessity to be obtained by private contract carriers who operate in continuous and recurring passage along the public roads under special contracts, the State Supreme Court has reversed a decision of the Circuit Court for Hamilton County.

The Florida Supreme Court stated three classes of motor vehicle operators are identified and defined in the new act. They are: (1) Auto transportation companies operating motor vehicles for the transportation of persons or property as common carriers for compensation; (2) auto transportation companies operating motor vehicles for the transportation of

persons or property as private contract carriers for compensation over the highways where such carriage consists of continuous or recurring carriage under the same contract; (3) auto transportation companies operating ordinary "for hire" motor vehicles on the public highways in this State in the transportation of persons or property for compensation.

"It is sufficient to say," the opinion continued, "that there appears to be ample warrant for separately classifying and dealing with those private contract carriers who operate in continuous and recurring carriage from those who operate as simple contract carriers not engaged in operations of continuous and recurring carriage."

"The former class is in many respects required to conduct its motor vehicle operations in exactly the same manner as a common carrier, as respects the continuous and recurrent use of available road facilities."

"Therefore, many attempted statutory regulations which would be held to be unreasonable and arbitrary as applied to ordinary simple contract carriers may not be held so with respect to those private contract carriers whose contracts contemplate continuous and recurrent operations over the same highways and in the same territory where other transportation by motor or rail is available."

Southern Pacific Subsidiary Denied Permit to Lower Rates to Meet Wildcat Competition

THE California State Railroad Commission, voting three to two has refused to permit the Pacific Motor Transport Co., subsidiary of the Southern Pacific Railroad, to establish low commodity rates to meet the competition of unregulated or so-called "wildcat" motor truck operators.

It was held that a licensed carrier cannot establish rates sufficiently subnormal to destroy legitimate competition or burden other traffic.

Commissioner Clyde L. Seavey, Leon O. Whitesell and Fred G. Stevenot signed the majority opinion. Commissioners M. B. Harris and W. J. Carr dissented.

The Motor Transport Company, it was explained, proposed to make drastic cuts in commodity rates for hauls between Imperial Valley and Los Angeles to meet competition. Other certified carriers protested the proposed rates, declaring them to be unreasonable, unlawful, and non-compensatory, inasmuch as the reduction would have affected them as much as the "wildcat" carriers.

"Respondents," stated the majority opinion, "have the inherent right to inaugurate rates to meet competition over which they have no control, so long as the rates established are not so low as to burden other traffic or to threaten extinction of legitimate competition."

"The record is not convincing, however, that the proposed rates would not be a burden on other traffic nor that they would be successful in meeting competi-

Government Survey Discloses Lack of Cost Statistics in the Operation of Motor Trucks

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

THE report on the survey of the motor truck freight transportation made in 1931 jointly by the Bureau of Public Roads of the Department of Agriculture and the Bureau of Foreign and Domestic Commerce of the Department of Commerce, made public on Sept. 9, offers little that is really new or unknown concerning this important subject.

Its very incompleteness, however, serves graphically to illustrate the difficulties which arise when any comprehensive appraisal of the motor truck (operating) industry is attempted. There is a frightful lack of statistics on motor truck operation, and the present report shows that even the established common carrier truck operators are standing on none too firm ground when they attempt to answer questions as to costs and other phases of operation.

In fact, the authors of the report (William G. Eliot, 3d, Robert A. Montgomery, and Frank B. Curran, of the Bureau of Public Roads, and Wellington McNichols, of the Bureau of Foreign and Domestic Commerce), themselves admit that "the actual cost of commercial transportation over highways is difficult to obtain and only comparatively meager knowledge is available from present records."

This statement is emphasized by the further declaration that "this is perhaps the principal conclusion to be drawn from the cost study here reported."

Information carried in the report was obtained through personal interviews from 217 motor truck concerns in 41 States and the District of Columbia. Usually the better known truck operators were interviewed. In certain States the preponderance of information was obtained from common carriers, while in others contract carriers furnished data.

The report contains an exhaustive statistical study of operating costs of more than 100 individual trucks and trailers, with tables showing average costs of trucks in the various capacity classifications. These cost figures probably constitute the most valuable part of the report. A summary of truck operating costs per mile, compared with manufacturers' estimates, carried in the report, follows:

Rated Capacity	Tires and Tubes	Gasoline (Including Tax)	Oil and Grease	Maintenance and Repair	Drivers' Wages	Depreciation
Field survey average:						
1½ to 3 tons	\$0.0149	\$0.0273	\$0.0036	\$0.0235	\$0.0450	\$0.0308
3½ to 5 tons	0.0232	0.0339	0.0047	0.0305	0.0606	0.0386
Estimated by manufacturer A:						
3 tons	0.0264	0.0208	0.0024	0.0185	0.0400	0.0195
5 tons	0.0530	0.0300	0.0039	0.0273	0.0400	0.0241
Estimated by manufacturer B:						
1½ tons	0.0081	0.0167	.....	0.0200	.....	0.0126
2 tons	0.0100	0.0200	.....	0.0225	.....	0.0161
2½ tons	0.0100	0.0222	.....	0.0250	.....	0.0158
3 tons	0.0112	0.0250	.....	0.0250	.....	0.0191
3½ tons	0.0173	0.0286	.....	0.0275	.....	0.0227
4 tons	0.0224	0.0286	.....	0.0275	.....	0.0230
5 tons	0.0281	0.0333	.....	0.0300	.....	0.0274

tion of unregulated carriers which now handle approximately 90 per cent of the tonnage between those points.

"It is strongly contended that they would impair not only service of other certified carriers, but would threaten the financial existence of the motor freight terminal company.

"Respondents have a knowledge of precise methods of operation employed by unregulated carriers, the general description of which raises grave doubts as to their legal status. If they are in fact common carriers operating between

fixed termini and over regular routes without having obtained certificates, respondents should lay the matter before the Commission rather than attempt to divert the traffic by establishing subnormal rates which will disrupt long established rate structures.

"The conclusion is unescapable that, if respondents were successful in augmenting their tonnage, the bulk would be taken from other certified carriers, provided they did not elect to meet the reduced rates."

In his dissenting opinion Commissioner

While the limited scope of the survey must be taken into consideration, the figures published in the report showing average lengths of hauls may be significant as indicating the field of trucking lies more in short haul traffic than in long-haul.

A total of 182 operators, or 84 per cent of those interviewed, reported regular hauling over fixed routes. About 95 per cent of the routes reported were less than 250 miles long, 92 per cent less than 200 miles, 80 per cent less than 120 miles, and 75 per cent less than 110 miles. More than half the routes were shorter than 70 miles. The median length of the routes, said to be somewhat more "average" than the average figure of 88 miles, was 70 miles. The longest fixed route reported was 530 miles and the shortest 5 miles.

These figures, of course, do not take into consideration the "anywhere for hire" carriers whose routes, as might be expected, were somewhat longer, though the information about this class of carriers was meager.

For 70 operators reporting irregular hauls other than local, the average normal radius was approximately 119 miles, with a median of 100. The latter figure also was the most commonly reported, being named by 17 out of the 70 irregular operators.

The authors of the report, while disclaiming a purpose to propose or suggest the manner in which costs should be kept or the accounting methods to be used, set down three elementary points which should be kept in mind by truck operators. These principles, they asserted, if followed, should result in improved services, more efficient utilization of equipment and personnel, elimination of unprofitable practices and services, and increased profit to the operator. The principles are:

1. Absolute reckoning of every expenditure made on behalf of the business.

2. A proper record of every such expenditure made.

3. Sufficient detail in accounts to permit a scientific analysis of the operating costs, so that it may be determined which vehicles are being operated most economically or efficiently, and which portions of the services are or are not profitable.

Other parts of the report are taken up with obvious statements which certainly are known to the most benighted truck operator. Statements of this sort seem to be considered essential to every Government report (by those compiling the reports), but one wonders just what purpose is served by setting down in a report to be read by motor truck operators and others presumed to have some elemental knowledge of the subject the statement that "tank trucks and trailers . . . are designed for the purpose of hauling gasoline, oil, or other liquids in an efficient manner."

The report also disclosed that every schoolboy must know—that trailers are being used by "many operators" and that "pneumatic tires are rapidly displacing solid tires on motor trucks."

—Stephens Rippey.

Harris pointed out that companies under the jurisdiction of the Commission have lost practically all of their business due to highly competitive conditions, asserting that the respondents hoped to get back some of the lost business by giving increased service at lower rates.

Commissioner Carr took the position that the certified carriers should be permitted to "reduce substantially their rate level and to change radically their form of rate in an effort to regain some part of their business."

"Present forms of rate," he contended,

"are crumbling under the stress of present day competition, and public authority should not prevent management from recognizing actuality and turning to a type of rate calculated to draw the traffic now moving in startlingly large volume by other means of transportation."

National Motor Transport Body Is Incorporated

INCORPORATION of the National Association of Motor Transport Operators for the organization and promotion of the country's trucking interests was announced at Indianapolis on Sept. 10 by Clinton H. Givan, attorney and former Superior Court judge, who is the vice-president. L. C. Loughry, Indianapolis attorney, is president, and James A. Campbell, Evansville, Ind., is secretary-treasurer.

Work of organizing the motor transport industry into one association of national purpose looking toward the building of a firm and permanent foundation will begin at once, according to Mr. Givan. The program is set forth as follows:

To sponsor regulations that will be fair to the industry and that will increase highway safety.

To educate operators to the necessity of responsibility to shippers and highway travelers.

To encourage legitimate competition and to discourage attempts to throttle it.

To educate the public at large as to the convenience and necessity of the truck transport.

To stabilize the industry by regulation and by the promotion of cooperation among the operators.

To distribute information that will improve trucking service and enhance public respect for the motor freight system.

Commission in Oklahoma Authorizes Motor Lines to Initiate New Rates

OKLAHOMA'S Corporation Commission has reversed an order of July 16, 1930, which fixed motor transportation freight rates at railroad rates between Oklahoma City and Tulsa and has authorized Class A freight lines operating between the two cities to initiate rates subject to suspension by the Commission in case an investigation is required.

Interested parties appearing at a recent hearing before the Commission on application to revoke the previous order included the Joe Hodges Transportation Co., which, identified with the Joe Hodges Fireproof Warehouses, Tulsa, operates a motor freight line between Oklahoma City and Tulsa.

The motor freight carriers pointed out that the steam carriers have readjusted rates since the 1930 order, and established free pick-up and delivery services

with allowances to shippers, and other services. The motor freight operators declared the Commission order was inflexible, as it was based on fixed rates charged at a specified time, and that such rates and conditions since have changed.

It was pointed out in the Commission order that the evidence brought out at the recent hearing indicated motor truck carriers operating between highly competitive points should be closely regulated to prevent rate wars, or rate changes which but temporarily reflect a revenue balance to the line making such rates. It was pointed out that motor transportation operators should be permitted to give to the shipping public the advantages of economic transportation, but transportation from a rate standpoint should never be left as a matter of barter between shippers and a single carrier.

The Commission order permits the motor freight lines to initiate rates, rules and regulations, but specifies such cannot become effective until an opportunity is afforded all interested parties to study such proposed changes and, if desired, obtain a ruling from the Commission thereon.

New Motor Regulations In the Two Virginias

THE railroads find solace in recent highway regulations put into effect in Virginia and West Virginia.

In Virginia the new regulations prescribe rates for freight hauls, require that truck drivers shall work only eight hours in twenty-four and shall have at least eight hours' rest, and that operators maintain daily records of vehicular operation and file annual reports with the Corporation Commission. The Commission rejected a plea by omnibus and trucking companies for modification of the rules.

In West Virginia the Road Commission, under authority of the motor vehicle law, has ruled against the hauling of freight for hire over regular routes or between fixed terminals where adequate service is provided by other common carriers. Omnibuses are permitted to carry newspapers, mail and packages with a limit of fifty pounds. There are load limits of 500 pounds and 1000 pounds for small and large buses, respectively.

Quebec Asks Permits on Loads Returning

CANADA'S Province of Quebec has announced a ruling that "no foreign trucks coming into the Province of Quebec will be allowed to return loaded without having a permit issued by the Public Service Commission of Quebec."

Before a permit is granted, certain rules, regulations and conditions must be complied with and formal application must be made in writing.

J. L. Bourbonniere, secretary of the Quebec Motor Transport Association, Inc., advises visiting movers and truckers to seek their permit in advance of entering the Province in order to avert delays in departing.

Temporary Order Against Enforcement in Kentucky

ATEMPORARY restraining order to enjoin Kentucky's highway commission and the State's tax commission from enforcing the new truck law was directed on Sept. 10 by the Appellate Court.

The order was issued to a Circuit Court judge who had earlier declined to hold the Act invalid as requested by a group of truck operators.

The Appellate Court's order said:

"In view of the importance of the question and rights involved it is deemed best that the case be decided on its merits by the whole Court. It is therefore remanded to Franklin Circuit Court for final judgment, with the understanding that it will be forthwith appealed, and docketed and advanced for immediate hearing. In the meantime the Franklin Circuit Court, or the judge thereof, is directed without prejudice to the hearing on the merits to issue a temporary injunction restraining the defendants and their agents, representatives and employees, until further order of the Court, from enforcing as against any of the plaintiffs the length provision set forth in section 6 of the Act."

Wilhelm Appointed

The Rudie Wilhelm Warehouse Co., Portland, Ore., has been appointed Portland representative of the Overland Package Freight Service. Russ Makelin, formerly secretary of the Portland Industrial Traffic Club, has been placed in charge of the Wilhelm firm's Overland department.

Milwaukee Proceeds With Transit Shed

Opponents, including public warehousing interests, to Milwaukee's proposed municipal transit shed on Jones Island as part of harbor development lost their fight when Milwaukee's Common Council building and grounds committee on Sept. 12 voted unanimously to transfer the necessary bonds to the harbor funds to enable the Harbor Commission to start work on the project. The Circuit Court had earlier dismissed an injunction to prevent the city from building the shed.

On the ground that construction of the shed would place the city in competition with private warehousing, the project had been opposed by G. J. Hansen, president of the Hansen Storage Co., and others.

What's New

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(A)

- 1—**Brake Blocks.** In the new line of Emsco brake blocks for trucks, the Ideal represents a new form of the asbestos-zinc wire woven material and the Grizzly blocks are made from a special combination of friction compounds and asbestos molded under pressure to a wire grid back which lengthens the shape. Maker, Emsco Asbestos Co.
- 2—**One-Pound, One-Shot Gun.** Differs from others in that the pressure is applied by the shoulder of the operator leaving one hand free. Equipped for use on both Zerk and Alemite fittings and the special type of couplers permits the operator to prime the grease barrel and operate the gun from the same air hose. Maker, Cincinnati Ball Crank Co.
- 3—**Compressor Tester.** Indicates poor, fair, or good compression with a scale for the various classes of engines under test. Maker, Allen Electric and Equipment Co.
- 4—**Spray Painting.** A new spray-finishing outfit, designed for efficient refinishing of bodies, for quick touch-up work and fender repairs. Has a self-aligning spray head to insure the proper "pattern," either elliptical or round, and to keep thickness of application uniform. Maker, DeVilbiss Co.
- 5—**Universal Screw Jack.** Used for a large variety of purposes around a garage and will push, pull, lift, lower, or clamp. Maker, Templeton, Kenly & Co.
- 6—**Bearing Adjusting Automatic.** Excess play in roller, ball or plain bearings can be automatically taken up, if Wyromatic Compensators are used. They look like spacing washers and occupy about as much space. Easily installed. Maker, Federal-Mogul Corp.
- 7—**"Pot-O-Gold."** Safe-A safe of 900 cu. in. capacity for holding C.O.D. collections. Can be installed in a wall, floor, or a square of concrete built into corner of room. Is non-drillable, non-breakable and non-crushable. Available also with a slot or money-slide for purpose of making deposits without opening safe. Maker, Gunite Foundries Corp.

Keep Posted on Trade Literature

(B)

- 1—Brakes and brake problems are covered in a 50-page booklet "The Service Reference Manual." It is offered by the Raybestos Division of Raybestos-Manhattan, Inc.
- 2—Engine reconditioning through the use of cylinder sleeves is explained in a booklet offered by Sealed Power Corp.
- 2—"Truck Body Book" tells how to build sills, posts, roofs, floors, panels, doors, from aluminum. It contains bills of material and construction, drawings for large and small van bodies, open top freight and insulated bodies. Offered by Aluminum Company of America.
- 4—Brake drums with regard to operation of brakes and trouble finding is covered in new catalog offered by Gunite Corp.
- 5—Crankshaft bearings, both standard and undersized, that are used on trucks, equipped with engines made by outside companies, are shown in an alphabetical listing offered in catalog issued by Federal Mogul Corp. Another section lists in numerical order the size of each bearing as well as the location and number of bearings used.
- 6—Replacement parts table which shows at glance the wear that normally takes place on pistons, piston pins, valves, valve guides, etc., over a 10,000-mile period. Also determines at what mileage worn units will need replacement to get maximum engine performance. This valuable table is offered by Thompson Products, Inc.
- 7—Oil pumping in engines as a problem has thirty-two solutions. The facts presented in 24-page summation on engine troubles; offered by the American Hammered Piston Ring Co.; designed to overcome many of the daily power-plant maintenance problems now confronting shopmen.
- 8—Ethyl gasoline and the many questions regarding its use are explained in illustrated form in booklet giving an "Inside story" entirely void of all technical wording, etc.
- 9—Tire maintenance information of a character that will lead to real economies in fleet costs is contained in book offered by Goodrich Rubber Co. Ask for "Truck & Bus Tire Facts."
- 10—Ignition cable economy not only on replacement costs but also as to its effect on engine performance is subject of series of bulletins sent out by the Belden Mfg. Co.
- 11—Axle shaft failures and how to reduce told in a 23-page illustrated book issued by U. S. Axle Co.
- 12—Facts About Trailer Axles and Tire Wear are contained in two booklets published by the Timken-Detroit Axle Co. Each represents a nation-wide investigation one on the causes of excessive wear of tires on trailers and the other on the needs of modern axles on trailers to meet fast freight conditions as they exist on the roads today.
- 13—How to save from 6 to 8 cents per mile per truck through the use of trailers is the text of a pamphlet directed to warehousemen who sell truck transportation. This pamphlet is published by the Federal Motor Truck Co.
- 14—"Cutting Distribution Costs with Motor Trucks" represents a valuable collection of facts to guide warehousemen and motor freight operators in selecting the most economical types and sizes of hauling equipment. Published by General Motors Truck Co.
- 15—Operating Costs and 32 pages of illustrations and text are contained in a new catalog entitled "International Trucks for Warehousemen and Commercial Haulers," published by the International Harvester Co.

October

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WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

Texas - Southwest Holds Fall Annual at Mineral Wells

THE annual fall meeting of the Texas-Southwest Warehouse and Transfermen's Association, Inc., was held at the Baker Hotel in Mineral Wells, Texas., on Sept. 8-10 with R. E. Abernathy, Dallas, president, in the chair. Approximately a hundred delegates were present, the attendance somewhat curtailed because rains had made road conditions poor.

The convention was noteworthy by the presence, for the first time at a Texas gathering, of all four men holding the positions of general president of the American Warehousemen's Association, Elmer Erickson; president of the National Furniture Warehousemen's Association, Martin H. Kennelly; president of the American's merchandise division, Sidney A. Smith; and acting manager of the National's Allied Van Lines, Wilson Collin, all of Chicago.

The meeting was called to order by President Abernathy and the morning of the first day was devoted to the reports of the president; Roy Martin, Arkansas vice-president, whose message came by telegraph; Joseph Herrin, Louisiana vice-president; W. W. Warren, Oklahoma vice-president; and Roy Binyon, Fort Worth, auditor.

Mr. Abernathy in his address commended B. Frank Johnson, Fort Worth, secretary-manager, for his work during the year, praising particularly Mr. Johnson's weekly bulletin to members. The association had collected more money, but spent less, this year than ever before, the president announced.

The afternoon session was given over to discussion of rate problems following the legislative committee's household goods rates report by E. D. Balcom, Dallas; to a paper "Inspiration—Do We Need It?" by W. W. Warren, Oklahoma City; and an address by Mr. Kennelly.

The National's president talked on "What's Ahead for the Industry" and complimented the Texas organization this past year during a strenuous period for warehousing, particularly in association activities.

At the first executive meeting Mr. Johnson was reelected secretary-manager, and Mr. Warren was appointed chairman of a committee to revise a

section of the constitution and by-laws. O. E. Latimer, San Antonio, presided at this session.

The Sept. 9 morning gathering brought discussion of the Allied Van Lines, with G. K. Weatherred, Dallas, southwestern regional vice-president of A.V.L., in charge. Talks were made by Mr. Kennelly and Mr. Collin and reports were received from Roy Binyon for northern Texas, Mr. Warren for Oklahoma, S. J. Beauchamp, Jr., for Arkansas, Joseph Herrin for Louisiana, and Mr. Johnson.

At the afternoon session Mr. Weatherred as chairman of the insurance committee introduced Ralph Soape, of the Policy Holders' Rating Bureau, Austin, who addressed the delegates. Insurance reports were submitted by Mr. Warren representing Oklahoma and Mr. Herrin representing Louisiana.

At this gathering the members were addressed by Mr. Erickson. The American's president said in part:

"Your pool car case is ours. Your legislation problems are our problems. Unfair competition by those who go it alone is our problem as well as yours. The Government-subsidized barge lines and other extensions of Government in business is our problem as well as yours. In addition, one item of primary interest to all is encouragement and use of the standard contract terms and conditions adopted by shippers as well as warehousemen in April, 1926, and the use of standardized forms and adoptions of more uniform methods in quoting rates on service.

"Being intensely interested in the business interests of our nation, I am deeply interested in its welfare. Perhaps I may be called a Fundamentalist.

"As to the functions of our Government, I am satisfied that it is for the purpose of seeing to it that reasonable laws are enacted and enforced, and insure to the individual, life, liberty and the pursuit of happiness.

"Government aid for any certain classes or the privileged, as well as paternalism, is wrong and was never intended.

"Fortitude and self help are needed. There must be less selfishness. The basis of American business is, and must be, individual honesty, individual initiative, and individual effectiveness.

"There are fundamentals in business

as well as in government, and the square businessman of America knows what these fundamentals are and upon them they should base their efforts to bring back normal conditions. There is a code of ethics in business—and it should be abided by. *Good* cannot be legislated.

"With respect to business conditions, we are definitely out of the worst of it. The so-called depression or panic is passed. We are now in a period of readjustment which should not longer tolerate price wars and competitive sales below cost.

"I am quite convinced there will be no noticeable improvement in business until business spreads employment, quits selling below cost, and makes the many necessary adjustments involved in times like these.

"Irreparable harm is being caused by price wars. It is a deplorable fact that many so-called businessmen are finding an easiest way out by taking it out on labor. On the other hand, it is gratifying to observe that the majority of business men, those we choose to call 'enlightened business men,' realize that more than wage scales are involved. I do not mean to imply that none is involved, for certainly many adjustments have been and are necessary. It is maladjustment which retards improvement generally. Prosperity is made up of a number of things: high dividends, high costs, high prices, over-production, over-expansion, over-capitalization, and high wages in certain lines. High wages did not cause prosperity but were merely a part of it. Without the other factors, including over-production, there would have been no high wages. Before industry can leave depression, *all* of these elements of prosperity must be adjusted and corrected.

"Capital, labor and management are entitled to proper return for their participation in any productive enterprise; any system otherwise is unsound.

"It has been said by a public officer that there are more than ten million unemployed. It is the duty of every business man to do his part in relieving this situation. In times of decreased purchasing power the only practical means for bringing about relief is through staggered employment, otherwise known as part-time employment. American business must recognize this. Failure invites the dole just as sure as failure in

this regard to date is bringing about unemployment insurance. Neglect of those who contribute of their labor and skill to the advancement of business contaminates the whole business atmosphere. Let our industry recognize all this and its responsibility. Let it do its part.

"Our industry has prospered because it has not hesitated to open up new fields. Why should anyone doubt our ability to progress in the future as we have progressed in the past, especially as we are so fortunate to have organizations like this, concerning themselves about our affairs as well as public interest. My advice to all is to hold fast to the faith, stand by the standards of the industry and not to give way to lack of confidence in fellowmen.

"I thoroughly believe that so long as business is in the hands of men who are absolutely and rigidly fair in their ideas, in their personal habits, and in the ideas they try to inculcate in their men, down through the ranks to the last man, there is only one answer, and that answer is that business is going to grow and prosper."

The afternoon session ended with a talk on "Importance of Cost Knowledge" by L. G. Riddell, Houston, who distributed an interesting exhibit of forms and answered questions on phases of warehouse operations.

A feature of the Sept. 10 session was an address by Sidney A. Smith, who said high praise was due the Texas group in the solving of important problems. He compared changes in transportation problems of today and a century ago.

"New Developments in Warehousing and Transportation," was discussed by S. J. Beauchamp, Jr., Little Rock.

S. P. Fleming, Houston, presented a report regarding the activities of the Warehousemen's Protective Committee in opposing southwestern railroads' free pool car and cut-rate storage practices. The association voted \$3,000 in funds in support of the committee's legal fight.

"Warehouse Sins of Commission and Omission," was discussed by L. L. Shackelford, chief of the State's Warehouse Division, at the final session; and E. D. Balcom, chairman of the committee on the new Texas warehouse law, discussed the proposed provisions.

During the meeting the delegates were entertained with a barbecue at the Mineral Wells Country Club. Driving contests, a baseball game, bridge and movies and dancing were other features.

Hazel Huff.

Minnesotans Consider Rate Conditions While Holding Annual Outing

THE Minnesota Warehousemen's Association held its annual summer outing on Aug. 12-14. Members from Minneapolis and St. Paul journeyed to Duluth and all the delegates embarked there on the steamship Noronic for a cruise on Lake Superior to Port Arthur. An entire day was spent at the Canadian

port, followed by another overnight voyage to take the members back to Duluth. Moonlight nights, calm waters and little regular traffic made the outing particularly enjoyable, in conjunction with singing, dancing and golf.

An informal business meeting was held at the Prince Arthur Hotel in Port Arthur.

"The discussion," according to Mrs. Flora E. Brevig, Minneapolis, the association's secretary, "largely centered about the matter of rates, and the consensus was that a great deal of caution and good judgment are necessary at the present time to hold accounts that have been with different houses for many years; that something must be done to meet the rates offered by outside warehousemen as well as by some who are in the association who are inclined to chisel on the other fellow. The question of filing a new tariff was touched upon and the opinion was that this should be left alone until conditions in the industry were more stabilized."

Members and guest on the outing numbered thirty.

"MoWA" Will Meet in Jefferson City

THE semi-annual meeting of the Missouri Warehousemen's Association will be held in Jefferson City on Oct. 28 and 29.

In making the announcement the organization's secretary, George C. Dintelmann, St. Louis, extended an invitation to all warehouse executives to attend.

Legislation and long distance motor vehicle registrations will be major subjects on the program.

Coloradoans Reduce Long Distance Rates on Truck Shipments

REDUCTIONS averaging 20 per cent are contained in a new tariff schedule on household goods on long distance moving filed on Aug. 24 by the Colorado Transfer & Warehousemen's Association with the Public Utilities Commission of Colorado.

Aside from the reductions the outstanding changes in the new structure are:

1. Minimum has been changed from 2,000 to 2,500 pounds.

2. The "less than truck load" structure is 1/25 of the minimum charge.

3. The per mile cost is graduated downward from the short mile haul of twenty and a fraction cents to eighteen and a fraction cents on the greater distances.

"In raising the minimum," says James P. Logan, Denver, chairman of the association board of directors, "we were guided by the fact that a check showed

the average load to be 4,600 pounds. Very few loads ran 2,000 pounds. We also estimated that the 5,000 pound load is the point at which the operator begins to make money."

The new rates were filed as "Amendment Number Two" to the present tariff "Number Two," upon which structures in several other States are based, or adopted whole, as in Texas.

"It is believed," declared the board, in submitting the new tariff, "that its construction will help correct the cause of many lost jobs."

—Wilfrid Redmond.

Bailey Says California's Order Will Give Force to Stability of Warehousing

COMMENTING on the California State Railroad Commission's order (summarized in the September *Distribution and Warehousing*) in connection with the Commission's investigation on its own motion into the rates, rules, charges, etc., of all the merchandise warehouse companies operating in Los Angeles and vicinity. L. A. Bailey, San Francisco, secretary of the California Warehousemen's Association, says:

"The decision brings very sharply to our attention the fact that under the scheme of regulating public warehousing in California the industry must be managed with full appreciation of the responsibilities that must be assumed because of the compulsory provisions of the Public Utility Act, which is the instrument through which the Legislature has passed to the Railroad Commission the duty of regulating the public storage business within California.

"The decision speaks very much for itself, the terms of the order being:

"1. That each respondent warehouseman proceed to collect all wilful undercharges and report under oath to the Commission not later than Dec. 1, 1932, both the amounts that were collected and in detail the items that were not collected and the steps that had been taken looking toward their collection. (The statute of limitations is understood to be three years.)

"2. That all respondent warehousemen immediately discontinue and thereafter abstain from charging or collecting any greater or less or different rate or charge than published and on file with the Commission.

"3. That the proceeding be left open as to any further procedure necessary to secure a strict compliance with the law. (This means that the order of the Commission must be conscientiously and strictly complied with as to the collection of undercharges and the future rating of accounts upon the legal basis, otherwise the presumption is that drastic steps will be taken by the Commission against the warehousemen and/or against the storers where either of them wilfully avoid the mandate of the Commission.)

"We believe the position of the Commission thus officially announced will

constitute one of the most forceful steps possible to undertake to give to the industry the stability it requires in order to adequately discharge its public service in the degree of responsibility expected by the general users of our public service."

With a view to maintaining closer supervision of and contact with public warehouses, truck operators and shippers in the Los Angeles area, the California State Railroad Commission has appointed Vincent D. Kennedy, of the Commission, as examiner in charge in the district. His offices are in the State Building, Los Angeles.

Refrigerating Engineers Will Convene in Chicago

THE National Association of Practical Refrigerating Engineers will hold its Twenty-third Annual Convention and Educational Exhibition at the Sherman Hotel in Chicago on November 1 to 4. It was twelve years ago when this Association last met in Chicago and since that time the membership has increased many times over. There are more than 600 members in the Chicago Chapter of the N.A.P.R.E. alone, and the association has scores of chapters throughout the United States. This convention should be the largest in the history of the N.A.P.R.E.

The convention program committee under the chairmanship of Edwin S. Libby, Professor of Refrigeration at the Armour Institute of Technology, has arranged one of the most instructive programs ever offered by the association. It will be presented by leading refrigerating engineers located in various parts of the United States.

Refrigerating and ice plant executives and their engineers are extended a special invitation to attend and participate in the proceedings of the convention.

For information regarding the convention, hotel and railroad rates, etc., write Edward H. Fox, Secretary of the N.A.P.R.E., 435 No. Waller Avenue, Chicago.

Membership Affiliations

Mayflower Warehousemen's Association:

Christie-Lambert Van & Storage Co., Inc., Seattle.

Miller's Transfer & Storage Co., Lancaster, Ohio.

Monroe Transfer & Warehouse Co., Monroe, La.

Peter F. Reilly's Sons, Brooklyn.

Southern Warehousemen's Association:

Union Storage & Warehouse Co., Charlotte, N. C.

"SoWA" Annual

The Andrew Johnson Hotel in Knoxville, Tenn., has been selected as the headquarters for the annual convention of the Southern Warehousemen's Association, on Nov. 18 and 19.

Oakey New President of Local in Denver

THE Movers and Warehousemen's Association at a recent meeting elected officers as follows:

President, John M. Oakey, associate owner Logan Moving & Storage Co.

Vice-president, E. J. Brown, Kennicott-Patterson Warehouse Corp.

Secretary-treasurer, Raymond W. Johnson, operating executive Johnson Storage & Moving Co.

J. F. Rowan continues as executive secretary.

Mr. Oakey succeeds A. H. Amick, president Amick Transfer & Storage Co.

—Ray McGovern.

Weatherred Elected President in Dallas

AT a recent meeting of the Dallas Warehousemen's Association, G. K. Weatherred, vice-president of the Dallas



G. K. Weatherred, elected president of Dallas Warehousemen's Association

Transfer & Terminal Warehouse Co., was elected president.

Mr. Weatherred succeeds R. E. Abernathy, president of the Dallas-Trinity Warehouse Co. and president of the Texas-Southwest Warehouse and Transfermen's Association, Inc. Mr. Abernathy had held the Dallas office two years.

Mansfield in New Home

The Mansfield Transfer & Storage Co., Mansfield, Ohio, removed on Sept. 10 into a new home—a modern warehouse, constructed entirely of fireproof materials, containing 6000 square feet of floor space—at 173 North Franklin Avenue. The firm will continue under the ownership of Henry J. Carew.

In connection with its storage and moving business the Mansfield company operates a filling station and sells oils, greases, gas, ethyl and coal.

Ferguson Warns "ConnWA" of Shipper-Plan to Pass Cargo Insurance on to Truckman

A NUMBER of large merchandise shippers were attempting, by means of securing a certificate from insurance companies, to pass their cargo insurance costs on to the trucking companies, and warehousemen operating truck fleets should keep on the alert to block this move, Robert M. Ferguson, New York, a warehouse insurance authority, told the Connecticut Warehousemen's Association at its opening fall session on Sept. 8 at the Hotel Taft in New Haven.

These shippers were asking the truckers to secure from their insurance companies a certificate attesting that they (the shippers) were protected as well as the trucking companies on all damage to goods, from whatever cause, and waiving the usual defenses, Mr. Ferguson said. Damage due to delay was included, he declared.

If such a certificate were given by the insurance company, he pointed out, it would automatically void any defense clauses which might appear in the contract between truckman and shipper. The move, he stated, was being made for the purpose of shifting the burden of cargo insurance onto the shoulders of the trucking company.

As the separate certificate provided a double liability for the insurance company, it was logical to expect that rates on these classes of insurance would immediately mount if the practice became general, and the warehouseman would have to pay this increase, Mr. Ferguson warned. The shippers' efforts to carry out the plan appeared to be centered in New England at present, he said.

The situation was fraught with danger, the speaker declared, explaining that not only was the truckman who complied with the shippers' request liable for greatly increased premiums, but he was in danger of becoming classified as a common instead of private carrier.

Shippers were concealing the real intent of the move by the pretext that they were seeking absolute assurance that the carrier was properly insured, Mr. Ferguson said.

"They are asking you not only to furnish transportation, but to insure and guarantee prompt and safe delivery," he added. "Under the terms of their proposition, you are liable for the damage they sustain. Practically every marine policy excludes loss or damage caused by delay, except where an added premium is paid.

"These shippers want your insurance to cover both yourself and them, and you pay for it. The shippers would thus be relieved of their cargo insurance cost, which they are trying to pass on to the truckmen. They have always carried reporting policies which covered all of their merchandise in transit. Now they seek to have you cover them."

Compensation insurance rates were going up sharply due to heavy losses, Mr. Ferguson said. The rating policy

had been changed so that two divisions now existed, local and interurban, with the cost on the interurban basis (over 25 miles hauling distance) set at 40 per cent higher, he explained.

Edward G. Mooney, Hartford, urged the members to check their insurance bills carefully, citing examples where insurance companies had overcharged on compensation premiums through placing employees in the wrong compensation. Several cases were cited in which executives, normally taking a rate of 11 cents per hundred, had by some error been classified as warehouse employees and even riggers, at rates from \$2.00 to \$3.40 per hundred.

It was voted to hold a stag party in connection with the association's annual meeting on Oct. 13. A committee consisting of J. W. Connelly, Hartford, chairman, and Edgar C. Palmer, New Haven, and C. A. Moore, Bridgeport, was named to select a location for the affair and arrange details. Warehouse executives from other Eastern States will be invited.

The nominating committee which will present the 1932-33 slate of officers is comprised of Frank W. Valentine, New Haven, chairman, and Frank E. Hess, Waterbury, and M. E. Kiely, New Haven. The business session at the October meeting will be brief, most of the evening given over to a social program.

William H. Schaefer, Stamford, the president, paid a tribute to the late William R. Palmer, secretary of the association, whose sudden death on July 25 shocked the storage industry. Edgar C. Palmer, who has succeeded his father as secretary, responded briefly. A committee comprised of President Schaefer, chairman, and Edward G. Mooney and R. M. Ford was named to draw up resolutions on Mr. Palmer's death.

E. G. Mooney urged that one meeting during the season be set aside for discussion of problems connected with merchandise warehousing, and the proposal was approved. No date was set.

—Charles B. Barr.

The Warehouseman's Obligation Under a State Sales Tax Act

PENNSYLVANIA furniture storage companies' tax liability under the State's sales tax Act is defined in a recent letter from Sanford D. Beecher, assistant counsel of the State's Department of Revenue, to J. Wallace Fager, Philadelphia, secretary of the Pennsylvania Furniture Warehousemen's Association.

Mr. Fager had written asking whether warehousemen were required to pay the 1 per cent tax under the sales tax Act:

1. On goods sold in accordance with the warehouse receipts Act to satisfy the warehouseman's lien.

2. On lumber, nails, paper, etc., charged to the customer on the time and material job.

3. On the same materials when contract price was given.

Mr. Beecher replied as follows:

"In our opinion the tax does not apply to sales at public auction by warehousemen, in accordance with the warehouse receipts Act. This opinion is based on the understanding that the sales to which you refer are held in order to satisfy warehousemen's liens for storage charges.

"In our opinion, the tax applies to the sale to you of the lumber, nails, paper, excelsior and other packing and crating materials. This follows from the fact that you do not resell these things. We believe that you do not sell this material, even though your customers are billed for 'time and materials.' In such a case, it seems to us that your customers are being billed for materials you used in performing a service, and are not being billed for the price of materials which you sell to them.

"If we are correct in our view that the sale of these materials to you is taxable, it follows that you are not liable to make a return for these materials, or pay a tax on the same."

Cleveland's Annual

The annual meeting of the Cleveland Furniture Warehousemen's Association will be held at the Carter Hotel on Oct. 10. Officers will be elected.

McLean Promises a Full Dinner Pail

DEAN McLEAN, Seattle warehouse executive who is a Queen Anne district candidate for the Washington State Legislature, has informed his employees that business conditions need not worry them at least until after the elections in November.

If business gets bad meanwhile, he told them, he will send them out on the firm's vans equipped with banners advertising his candidacy—with the drivers receiving full pay.

Mr. McLean is president of the Lyon Van & Storage Co., Seattle. He has served in the Legislature before.

Dougherty Leases Plant

John Dougherty's Moving & Storage Co., Philadelphia, has leased the five-story and basement warehouse at 2715 North Broad Street. The building is now the firm's headquarters and main depository, while the older structure, at 1424 North 20th Street, is being operated as a branch.

John Campbell has been appointed manager of the North Broad Street warehouse and Clifford Clark is manager of the branch.

Temple Harris and O. K. Firms Merge in Fort Worth, Tex.

TWO of Fort Worth's organizations, the Temple Harris Warehouse Co. and the O. K. Warehouse Co., have consolidated under the name and title O. K. Warehouse Co., Inc. Under the merger the Temple Harris stockholders acquired control of the O. K., and the new organization will be under the management of Temple Harris, assisted by C. J. Stinson, formerly the O. K.'s manager.

The O. K.'s building at 255 West 15th Street is being operated by the new O. K., while the Temple Harris structures at 10th and Junes Street have been vacated.

The new organization is a subsidiary of the United States Freight Co. and is conducting principally a merchandise storage and distribution business with special emphasis on railroad pick-up and delivery contracts. The Southern Pacific, Santa Fe, Fort Worth & Denver, Frisco and Cotton Belt railroads have contracts with the new company for local work. Household goods storage and local and long distance moving is part of the business, and the O. K. has arrangements with the Overland Fast Freight Service and the Universal Car Loading & Distributing Co. A fleet of twenty-six motor trucks is being operated.

The new company is incorporated for \$50,000, fully paid in, and the officers are announced as follows:

President, F. N. Melius, New York; vice-president and general manager, Temple Harris, Fort Worth; vice-president, R. R. Wilson, Fort Worth; secretary, R. J. Diebenderfer, New York; treasurer, H. W. Burnham, New York; assistant treasurer, Cy. Perkins, Fort Worth; assistant manager, C. J. Stinson, New York.

Takes Care of Employees

E. F. Salsbury, vice-president of the Merchants Express & Draying Co., Oakland, Cal., announces that more than 150 employees of his organization have adopted President Hoover's plan for "spreading work" and that 75 per cent of the employees are being asked to accept one week's furlough once every seven weeks.

This permits re-employment of fifteen men who had been dropped from the payroll during the past year.

An arrangement has been effected whereby the men taking one week off in seven will be given opportunity to earn bonuses or commissions through individual initiative in securing new business for the company.

Conlon Expands

The Conlon Storage Co., Binghamton, N. Y. has taken over the business and lease of the Binghamton Warehouse & Supply Co., 100 Roundhouse Road. Merchandise storage, pool car distribution and daily store door deliveries are features of the service.

Carriers File a Store-Door Tariff; Bush Terminal R. R. Attacks It as Inconsistent

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

FOLLOWING the Federal Court's denial [as set forth in column 3 on this page] of a stay against the Pennsylvania Railroad's proposed store-door pick-up and delivery service in the New York metropolitan district, the trunk line carriers serving that area filed a tariff with the Interstate Commerce Commission. At the time this October *Distribution and Warehousing* went to press there were some indications that the tariff might be suspended, although no petitions had been received by the Commission asking its suspension.

The new services include both car load and less-than-carload freight and takes in greater New York—the district within a radius of two miles from the railroad stations in the area—and is expected to bring back to the rails a large proportion of the traffic lost to the competing truck services.

The service is to become effective on Oct. 17 for most of the roads, but the Pennsylvania on Sept. 15 inaugurated a van-type trailer service, transferring freight to and from railway cars in Jersey City.

Under the joint plan each railroad is to provide its own trucking arrangements. The New York Central purposes to use the Universal Cartage Co., a subsidiary of the United States Freight Co., which provides container car service over the Central.

Inasmuch as the tariff was filed with the Commission in the regular manner on 30 days' statutory notice, it is subject to suspension upon protest or upon the Commission's own motion if it deems that the situation merits further consideration or investigation. In the event the tariff is suspended, hearings will be held at the Commission and all interested parties afforded opportunity to appear and give testimony relative to their views.

The tariff was filed by Agent W. S. Curlett and bears his tariff No. 88 and I. C. C. No. A-385.

While no actual request for suspension had been received by the Commission when this was written, R. A. P. Walker, general manager of the Bush Terminal Railroad Co., had filed a long and vigorous letter protesting against the "loose manner in which the tariff is drawn, its indefiniteness, its inconsistencies and its conflicts."

Mr. Walker also declared the tariff offered opportunity for discrimination as between shippers and consignees, and as between different shipments for the account of the same shipper or the same consignee, and to show undue preference to some shippers or consignees or undue preference to some traffic for the same shipper or for the same consignee.

He suggested, therefore, that the Commission reject the tariff or hold it to be not

filed "unless and until the carriers have corrected the infirmities contained in the tariff."

Mr. Walker said the Bush Terminal Railroad Co. found itself in a "rather unique" position in regard to the tariff inasmuch as it is a participating carrier. The Bush Terminal, he said, had no voice in construction of the tariff as to rates, rules and regulations, but that competitive conditions existing in the New York metropolitan district made it necessary that the Bush Terminal be shown as a participating carrier.

As this was written it had not been definitely decided what action the Commission would take on the Walker letter, but indications were that Agent Curlett would be notified of the inconsistencies

Position Wanted

WITH reliable firm. Employed now with transporter and storage firm on Pacific Coast but desire to change. Prefer West or Mid-West.

Experienced in all lines of household goods. Expert packer and crater. Can sell and estimate both moving and packing. Eight years' experience. Aged 35. Married, with family. Can give reference.

Address Box A-243, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

pointed out by Mr. Walker and those known to have been found by the Commission's tariff experts, and that he would be asked to correct the tariff.

The tariff provides that collection or delivery service (referred to as "C. & D. Service") will be made in the Borough of Manhattan, 181st Street and south; the Bronx, 177th Street, Tremont Avenue and Bronx River and south or west; Brooklyn and Queens, and various points in New Jersey, including Newark, Jersey City, Hoboken, Perth Amboy, South Amboy, the Oranges and other nearby towns.

Provision is made for one hour's free time for trucks reporting at collection or delivery points within which shippers or consignees must load or unload. An exception is made when loads exceed 15,000 pounds per truck, when an additional free period of 15 minutes for each 5000 pounds or fraction in excess of 15,000 pounds per truck will be allowed. Detention of truck beyond the free time subjects each vehicle to a charge of 75 cents each quarter hour or fraction.

Item 8 of the tariff sets forth rules governing the collection service and item 9 provides rules for delivery service. These items are attacked paragraph by paragraph by the Bush Terminal Railroad, and are set forth below:

(Continued on page 44)

Terminals Enter an Appeal In Action to End P.R.R.'s New York Store Door Plan

THE United States Circuit Court in Philadelphia denied on Sept. 12 a petition by the New York Dock Railway, Bush Terminal Railroad Co., Brooklyn Eastern District Terminal and Jay Street Terminal (Brooklyn) for a stay of all proceedings of the Pennsylvania Railroad Co. in the latter's plan for a direct motorized consignee-consignor collection and delivery freight service in the New York-Brooklyn-Queens area, pending outcome of an appeal from the adverse decision by Judge George E. Welsh, of the United States District Court in Philadelphia, in the injunction suit of the four plaintiffs. As reported in the September *Distribution and Warehousing* (page 16), Judge Welsh dismissed the terminal companies' bill of complaint and declined a preliminary injunction.

The appeal will be heard by the Appellate Court shortly after Oct. 3.

The motion for temporary stay (pending the appeal) was argued before Judge Welsh on Aug. 24, and on Aug. 31 his order denying the motion was filed.

Charles E. Cotterill, an attorney for the New York Warehouse, Wharf and Terminal Association, and who at various times has served as counsel for the American Warehousemen's Association, appeared as counsel for the complaints, associated with him being John F. Finerty, attorney. Edward Wolf Bikle, general attorney for the Pennsylvania Railroad, appeared for the defendant. The order allowing the appeal was filed on Sept. 7.

Mr. Cotterill's assignment of errors upon which the complaints will rely in the prosecution of the appeal from the decree made by Judge Welsh on Aug. 24 is as follows:

That the Court erred:

1. In denying the preliminary injunction as prayed.
2. In sustaining a motion to dismiss and dismissing the bill of complaint.
3. In dismissing the bill upon the stated considerations which, in their nature, only would be appropriate if otherwise sufficient for disposition of the motion for a preliminary injunction.
4. In holding that under the facts alleged in the bill of complaint the proposed charges do not constitute an extension of line of railroad, or the intended operation of an extended line of railroad requiring a previous grant of certificate of convenience and necessity by the Interstate Commerce Commission as provided by law.
5. In holding that the proposed charges do not constitute an abandonment of a line or lines of railroad, or abandonment of operation of a line or lines of railroad requiring a previous grant of certificate of convenience and necessity by the I. C. C. as required by law.
6. Upon the motion to dismiss by holding no abandonment of the line involved and on that ground dismissing the bill.

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Denver Firm Develops Jobs Through Contacts With Real Estate Men

THE Kennicott-Patterson Warehouse Corp., Denver, has developed a method of obtaining leads that is resulting in the firm obtaining an average of one moving job every day. The plan has been in use now for three months.

Kennicott-Patterson has hired a man on a straight salary to go after business, and taught him where to look for it. It is his duty to make the round every day of the twenty or more large real estate firms in the city. These firms own or represent nearly 100 per cent of leased homes and apartments in Denver, and there are many thousands of people living in them, and moving in and out of them.

The real estate agencies are daily called and told by lessees that they are going to move. The real estate men know it before anyone else. By the time the Kennicott-Patterson representative arrives every day there are a number of prospects within his reach that otherwise he would not have heard about.

As quickly as he gathers the leads from the agencies the representative calls on those people moving and is successful enough to obtain at least one a day for his concern. The agencies, once they have been contacted by the individual a few times, become friendly and helpful and have a list waiting for him when he calls.

The prospects, on the other hand, are often quite surprised by the appearance of a moving company representative and the job is sewed up before anyone else can appear on the scene.

The salesman is paid a good salary because it requires a tactful man to handle the job and make a success of it.

Key tags distributed to a large number of the leading real estate and rental agency offices in the city play an important part in the advertising program of the Kennicott-Patterson organization.

The tags, which are round cards mounted in metal frames, are printed in company colors with the name of the firm and a small amount of other advertising material. The color combination and large lettering makes them so conspicuous that every user is impelled to examine their message.

A number of hundred of them placed with several dozen firms are certain to come to the attention of literally hundreds of prospective moving and storage service customers every week. In order that the tags reach as many people as possible, most of them go to the rental departments. One real estate broker estimates that the average key to a house offered for rent through any advertising medium goes out at least three or four times a week.

Kennicott-Patterson offered the tags to all real estate and rental firms who would use them, but gave the preference to offices having the largest potential call-in volume. Particular attention was given to getting them into ground floor offices, the reason being that these

companies get the largest number of rental inquiries.

The tags cost only \$2.50 per hundred, according to advertising manager E. J. Brown, who says:

"They have proved highly effective because they are direct advertising. They are sure of getting into the hands of potential service users. Considering the fact that the tags will wear for several years, they are very inexpensive advertising.

"Care in distribution is essential to getting results from a proposition of this kind. To bring returns they must be placed where they will be used constantly. Rental departments are most desirable because they have a quick property turnover.

Canned Goods Storage

"Regulations for Warehousemen Storing Canned Foods" is a document recently issued by the Bureau of Agricultural Economics of the Department of Agriculture, Washington.

This is No. 132 of the Bureau's Service and Regulatory Announcements and a copy may be had by addressing the Bureau.

Cherries

"Regulations for Warehousemen Storing Cherries in Sulphur Dioxide Brine" is the Bureau's No. 134 of its Service and Regulatory Announcements. For a copy apply to the Bureau.

Sidney A. Smith and Associates Organize the Anchor Warehouse Co. to Operate on Chicago Riverfront



Anchor warehouse, Chicago

IN warehouse circles at inland ports one hears much about the advantages to be enjoyed by waterfront warehouses, due to the renewed traffic on the Mississippi River as well as the anticipated increase in freight haulage over water routes to inland ports through the proposed Great Lakes-St. Lawrence deep waterway.

An instance of this increased interest in water transportation is evidenced by the recent closing of a long term lease between Hibbard-Spencer-Bartlett Company and the Anchor Storage Co., Chicago.

The new Anchor organization includes among its directors Sidney A. Smith, vice-president of the Currier-Lee Warehouse Co. and president of the merchandise division of the American Warehousemen's Association; H. G. Tucker, secretary of Currier-Lee; Harry F. Partridge and Roy H. Lumpp, also identified with Currier-Lee, and William R. Kleinschmidt.

The premises leased by the Anchor comprise a four-story and basement warehouse of heavy construction, located at 219 to 229 East North Water Street, extending north and south with a length of 400 feet and a width of 100 feet,

giving 100 feet of dockage at the rear. The structure has a sprinkler system and five large fast elevators, and contains 220,000 square feet of floor area.

These premises are to be used as a public warehouse and freight terminal. Located as they are on the north bank, close to the mouth of the Chicago River, and outside of all the present bridges, this warehouse is particularly convenient for the transfer of cargo freight.

The building is served by a spur of the Chicago & North Western Railway, which runs into the building and is under cover its entire length. The structure is also served by the Merchants Lighterage Co., and it will be equipped with power hoists and other facilities for the rapid transfer of cargo freight between river barges and lake boats or to and from railroads and motor freight lines.

A covered driveway for motor traffic extends the entire length of the building.

The directors of the new company are confident they are justified in establishing the facilities and that with the opening of the Great Lakes-to-Gulf deep waterway and the Great Lakes-St. Lawrence project much additional tonnage will be available.

Carriers File a Store-Door Tariff; Bush Terminal R.R. Attacks It as Inconsistent

(Continued from page 42)

"Item No. 8. Shippers must notify the carrier of collection service desired, notification to be in ample time to enable carrier to perform service in accordance with the closing hours of places of business and railroad freight stations.

"The entire shipment must be available in one working day consigned to one consignee at one destination and except as otherwise provided in Item No. 13 must be available at one point.

"Freight will not be accepted unless available at one place on sidewalk or at street level or at truck platform of shipper, and in the latter case only when the platform is accessible to truckmen's vehicle.

"The shipper must furnish labor necessary to assist in prompt loading of vehicles.

"C. & D. Service will not be performed where streets are inaccessible, unimproved or impassable for carriers' trucks."

"Item No. 9. Freight for delivery service should be consigned in one bill of lading and shipping order for 'C. & D. Service' and when so consigned, bill of lading must contain address at which delivery is to be made. When freight charged at carload rates, also freight, in lots of 30,000 pounds or more, not having a carload rating, is not so consigned and 'C. & D. Service' is desired, carrier must be notified in sufficient time prior to arrival of the car at terminal yard serving destination to enable diversion for 'C. & D. Service' to be accomplished, such changes will be subject to diversion and reconsignment charges as published in tariffs lawfully on file with the Interstate Commerce Commission and/or Public Service Commission of the State of New York.

"Consignee must be in position to accept delivery when tendered by truckman, and, except as otherwise provided in Item No. 13, freight will be trucked to only one point of delivery.

"Delivery will be made only during usual business hours at one place on sidewalk or at street level or at truck platform of consignee, and in the latter case only when the platform is accessible to truckman's vehicles.

"Freight must be unloaded from truck at delivery point to which consigned in bill of lading, except as provided in Item No. 13.

"The consignee must furnish labor necessary to assist in prompt unloading of vehicles.

"'C. & D. Service' will not be performed where streets are inaccessible, unimproved or impassable for carriers' trucks.

"Freight charged at carload rates, also freight in lots of 30,000 pounds or more, not having a carload rating, consigned for 'C. & D. Service,' on arrival at destination or terminal yards serving destination, will be held, and the consignee

notified of arrival at address shown in bill of lading. Such freight, if not ordered for delivery by truck to the delivery point shown in bill of lading within 48 hours (excluding Sundays and full legal holidays) following the first 7 a. m. after date on which notice of arrival is sent or given consignee, will be subject to the same demurrage or storage charges as would apply had the freight been consigned for local delivery at the point where held.

"Orders will not be accepted unless for the delivery at one time of the entire carload shipment or in the case of articles not having a carload rating of the entire contents of the car.

"Freight charges at less than carload rates, also freight in lots of less than

Position Wanted

BY young intelligent and alert man qualified to take complete charge of modern merchandise warehouse business.

Experience—6 years manager of wholesale grocery distributing warehouse, plus 3 years manager of merchandise and distributing warehouse with full charge of all rates.

Extensive acquaintance with national distributors, manufacturers' agents and steamship operators. Can obtain and retain warehouse clients, assure the highest degree of efficiency, and achieve financial results. Familiar with solicitation and contact work.

Will go wherever needed. Excellent references and recommendations.

Address Box Y-941 care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

30,000 pounds, not having a carload rating, consigned for 'C. & D. Service,' will on arrival be trucked to the address to which consigned.

"When freight charged at carload rates, also freight in lots of 30,000 pounds or more, not having a carload rating, is consigned 'to order' or in such other manner as to require surrender of bill of lading before delivery, it will be considered as not ordered for delivery by the consignee until the bill of lading has been surrendered or satisfactory indemnity in lieu thereof has been furnished.

"Freight which consignee fails to accept on the day tendered by truckmen will be immediately placed in storage at expense and risk of consignee or owner."

Before tearing into Items 8 and 9 the Walker letter calls the Commission's attention to announcement previously made by the railroads that they do not

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Terminals Enter an Appeal in Action to End P.R.R.'s New York Store-Door Plan

(Continued from page 42)

in view of the decision of the Supreme Court of the United States in *U. S. vs B. & O.*, 231 U. S., 274, that the present lighterage and floatage services of the defendant constitute lines of railroad, and the allegations of Paragraph 20, of the bill, that the defendant intends to abandon such lines of railroad, which allegations must be taken as admitted by the motion to dismiss.

7. In omitting to give any reasons for the stated conclusion that the several proposals of the Pennsylvania do not in law constitute either extensions or abandonments of lines or railroad.

8. In denying a preliminary injunction and dismissing the bill on the ground that the I. C. C. "will have an opportunity to pass upon the question if it so desires when the proposed tariff schedules are posted or filed with the commission. They will have direct notice of the proposed changes and if they are of the opinion that the new service constitutes an extension and abandonment of line in fact, the Commission, no doubt, will make its own inquiry and its own ruling."

9. In denying the preliminary injunction on the ground that "to grant a preliminary injunction at this time, implying thereby a reasonable belief that a permanent injunction later on would be granted, would require the assumption that the Commission would fail" in its duty to the law, or to the public.

10. In denying a preliminary injunction and dismissing the complaint on the ground that "any opposition to the contemplated schedules will develop the details of the changes that the defendant proposes to adopt in the New York port area. The Commission will then have officially before it all of the facts and can decide it in accord with its best judgment."

11. In dismissing the bill of complaint on the ground that full hearing as to details might or might not alter the stated conclusion that the proposal of the Pennsylvania is neither an extension nor an abandonment of line of railroad, and refusing to proceed with the case to an ascertainment of any such detailed facts as by law it is made the duty of the Court to do.

12. In dismissing the bill of complaint on the ground that examination of details by the I. C. C. would enable that tribunal in its judgment to reach a different conclusion than is stated by the Court as to whether or not an extension or abandonment of line is involved.

13. In dismissing the bill on the ground that it is discretionary with the I. C. C. whether or not to institute any investigation upon the filing of tariffs with it, describing the extended operations.

14. In not exercising a sound legal discretion by granting a preliminary injunction pending its own ascertainment of such details of fact by the Court, rather than by the I. C. C.

Boost Your City and —It Will Boost You

(Concluded from page 21)

only fosters civic pride but it also attracts new industries and builds up a community in many inconceivable ways.

"Many warehousemen are progressive enough to keep in touch with people who are moving into or out of town for the purpose of obtaining new business, but they should be progressive enough also to take an active part in promoting better business, better citizenship, and greater community pride. And every business man who helps to boost his city will find his activities acting like a boomerang, for every ounce of effort put into boosting civic pride will in turn help to boost his business.

"Clubs, organizations, and especially warehousemen's local associations, are most valuable, not as a means of getting business, but rather as affording ample opportunities for exchanging ideas and promoting civic and business welfare.

"Contacts with clubs and associations should be used as indirect rather than direct business contacts. They merely give you the opportunity of widening your acquaintance and of showing how well you can cooperate with others. And any business man who makes the mistake of using them to ask for business, will soon find himself without friends. But business will certainly come to the warehouseman who goes wholeheartedly and unselfishly into the work without hope of reward.

"It is surprising that a good many Washingtonians are not aware of the fact that we have some 175 diversified articles manufactured here. This city, with its restrictions, is not generally looked upon as a manufacturing city. While Washington is looked upon as the most beautiful city and while as the nation's capital we want to continue to make it beautiful, there must be a commensurate business and economic growth at the same time.

"Washington will reach the million mark in population before we know it. It should be an important commercial city. We have wonderful retail shops here, the finest in the country; fine warehouses; good print shops. We have numerous wholesale establishments and we feel that we can compete favorably with the offerings of any other city.

"What we want to do is to arouse a certain amount of civic pride in Washington as a commercial city."

And then there is also the question of local and national associations to which Mr. Smith belongs. He believes that men in the same line of business always have something in common and that when they get together in a friendly way they can get a lot from each other's experiences. The modern idea is for competitors to help each other. In fact, competitors should be numbered as your closest friends, because in every branch of business and trade there is a need for organization against abuses, premeditated and thoughtless. And no one

can afford to miss the contact that comes through meetings with one's fellows.

There is something inspirational about getting together in a common cause, something charming about the thought of loving your fellow business men as yourself, and something fine in the knowledge that you have helped to bring about some needed reform or correct some undermining error.

The warehouseman who stands aloof and says he doesn't propose to disclose any of his business secrets usually has none to disclose—he is merely attempting to justify his individual selfishness.

C. M. Vernon Dies

Charles M. Vernon, secretary and treasurer of the Howard Transfer Co., Akron, Ohio, died on Sept 11 after an illness of three months. He was 82 years old.

Tribute to Palmer

Connecticut's Democratic State Convention held in New London on Sept. 8 adopted a resolution in memory of the late William R. Palmer, secretary and treasurer of The Smedley Company, New Haven, and secretary of the Connecticut Warehousemen's Association.

Mr. Palmer, who died on July 25, had for more than twenty years been a member of the Democratic State central committee. He formerly arrived in the Connecticut Legislature.

Schaefer Expands

William H. Schaefer & Sons, Inc., Stamford, Conn., has started alterations on its household goods warehouse at 370 Main Street to provide room for expansion of its retail furniture department. The improvements will cost about \$3,000.

Security of Victoria Stages Informative Exhibit



A DISPLAY, illustrated herewith, which Stocker's Security Storage and Warehouse Co., Victoria, B. C., installed at the recent annual British Columbia Agricultural Exposition, in Victoria, attracted the attention of more than fifty thousand persons who attended this fall affair.

Occupying a space twenty feet wide and thirty feet deep in the large new Industrial Building, the display's "motif" was elaborately carried out in the Security's colorings, orange and black, with train and steamship scenes in their actual tints of nature.

The train of freight cars, symbolical of pool car shipments, was in continuous motion twelve hours a day; some 10,000 persons participated in a guessing contest as to how many miles the train would travel during the week, prizes being offered by the warehouse firm. The bird cage shown in the picture was used as the depository for the guesses; above it was the caption "We moved the bird out, so you could put your guesses in."

The Security exhibited crates, paper, twine, wax, chairs, carpets, lumber, nails, tape, pads, etc., to show how goods

are crated and protected from moth damage.

The display gave the company an unusual amount of advertising not paid for, as the local newspapers commented approvingly on it editorially.

"To the storage and warehousing trade," C. W. Stocker, president and general manager, writes, "we heartily recommend this as a means of bringing home to the people just how a packing and crating and storage warehouse can look after their goods. It is a real medium of contact with your city and surrounding community. Inquiries as to costs, etc., will be gladly given to all storage warehousemen who write us."

"The display was illuminated from rear, front and sides by amber and white flood lights; all the scenes were lighted by concealed bottom floods, which brought out the mountains and the trees as though they were real."

"Many contacts were made, and many questions were answered as to cost of storage, packing, crating and shipping, and a great many promises of future business were received. Samples of literature were given to all who attended."

Carriers File a Store-Door Tariff; Bush Terminal R.R. Attacks It as Inconsistent

(Continued from page 44)

intend to give one trucking agency a monopoly of the collection and delivery service.

This, Mr. Walker said, "will unquestionably result in various and sundry interpretations of the tariff and will make it next to impossible, if not impossible, for the carriers properly to police the service so as to prevent violations of the tariff, discrimination as to some and undue preference as to others."

"The average truckman is not a traffic man, not accustomed to the handling of tariff, the interpreting of same, and does not appreciate that a tariff filed with the Commission is binding and that the violation of the terms, conditions, etc., of same is in violation of the law."

"The operations of the average truckman are governed more by competitive conditions than any other factor," Mr. Walker added.

As to paragraph 1 of Item 8, he complained it was not specific as required by the Commission's rules.

"The question of what is ample time is purely a matter of individual judgment," he said, "and may vary from day to day or hour to hour. In the absence of a definite time period, there will unquestionably be controversies and, no doubt, discriminations."

As to paragraph 3, Mr. Walker said it might be the intent of the tariff that collection shall not be made above the street level, but a strict construction of the wording would provide for collection on upper floors in buildings having truck elevator service.

Paragraph 4 of Item 8 is "indefinite and not specific as required by the rules of the Commission," Mr. Walker said. This item provides that shippers must furnish assistance to truckmen in loading trucks.

"There is no stipulation as to the extent of the assistance to be furnished," he said. "One truckman will, no doubt, demand assistance to the extent of two men, another truckman to the extent of one and in order to incur favor with the shipper the third truckman will not demand any assistance, although in each instance the commodity may be the same and the conditions identical."

"This provision offers an easy channel through which to accomplish what may in effect be a rebate, in that one shipper will be able to have his freight handled at no cost, so far as labor is concerned, or at little cost, whereas another shipper may be required, by the individual on the truck, to furnish the maximum amount of assistance."

"Further, does the stipulation relative to the furnishing of assistance mean that the shipper's laborer shall go on the truck and stow the merchandise thereon, or shall it be delivered only to the tailboard of the truck by the shipper's laborer?"

Paragraph 5 also comes in for some

Walker attention, the Bush Terminal general manager holding it to be "so drawn as to permit of discrimination, undue preference and disagreements." The question of whether a street is inaccessible, unimproved or impassible is largely a matter of individual opinion, he said, and "it is not difficult to imagine that the chauffeurs on the trucks will disagree among themselves and with the shippers and receivers as to whether a street is inaccessible, unimproved or impassible."

The Walker letter attacks also much of Item 9, some of the objections being the same as those made to paragraphs of Item 8, the Item 9 objections referring to delivery service instead of collection.

Item 12, which means the rates, also is attacked. The carload rates for "C. &

Warehouse Facilities for Rent

MODERN building, enjoying lowest insurance rates. Distribution terminal for manufacturers throughout the country. Ideally located adjacent to heart of New York.

Suitable for furniture, house furnishings, and other kindred lines.

Splendidly managed. Exceptionally well lighted.

20,000-foot floors—will divide in units of 5,000 feet.

Passenger and freight elevators.

If desired, can act as your forwarders.

Address C. Ludwig Baumann & Co., 49 Junius Street, Brooklyn, N. Y.

D. Service" when the carload minimum is 36,000 pounds and over is 6 cents per 100 pounds; 30,000 to 35,999 pounds, 7 cents; 24,000 to 29,999 pounds, 10 cents; 20,000 to 23,999 pounds, 14 cents; 18,000 to 19,999 pounds, 16 cents; 14,000 to 17,999 pound, 18 cents, and 10,000 to 13,999 pounds, 20 cents.

Specific rates are named for newsprint paper in rolls, flour, paper on skids, waste paper and rags, automobiles, empty van bodies, silk and pieces or packages other than newsprint paper in rolls weighing more than 1500 pounds each.

The L. C. L. rates are 10 cents per 100 pounds for freight classified first class and lower; 20 cents when classified 1½ times first class to and including D-1 class, and 40 cents when higher than D-1 class, with minimum charges of \$1, \$2 and \$3 per shipment, respectively.

Exceptions provided for L. C. L. freight name rates of 12 cents per 100 pounds for paper on skids, waste paper and rags, minimum \$1 per shipment; automobiles and van bodies, 25 cents per

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Electricity Used in Warehouse Operating Ruled to Be Taxable

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

THE Bureau of Internal Revenue has ruled that handling operations of warehouses and cold storage plants are commercial and that electricity used in those operations is subject to the Federal tax of 3 per cent of its cost.

Under the Revenue Act of 1932 electricity for "domestic or commercial" consumption is liable to the tax. This placed the Bureau in the position of determining what was commercial. It held that electricity used for industrial purposes was not taxable.

Among the operations the Bureau has classified as industrial are manufacturing, processing, mining, refining, shipbuilding, and building construction. It also has ruled non-taxable electricity used by public utilities, waterworks, irrigation companies, telegraph, telephone and radio communication companies, railroads, other common carriers, and educational institutions not operated for private profit, and churches and charitable institutions.

The merchandise division of the American Warehousemen's Association asked the Bureau for a ruling as to warehouses, with the result shown. The Bureau's ruling is not necessarily final and may be reversed if the warehousemen can present a convincing argument—and it must be convincing—that warehouse operation is industrial rather than commercial.

—Stephens Rippey.

Killed by Fall in an Elevator Shaft

A. L. Phillips, founder, president and treasurer of the Santa Fe Warehouse Co., Los Angeles, was found dead on Sept. 1 at the bottom of a freight elevator shaft in his warehouse.

His hat was found on the second floor and his crutches on the third, and the authorities expressed opinion that the 72-year-old executive, a cripple, was the victim of an accident.

A resident of Pasadena, Mr. Phillips is survived by his widow and a son, Leo Phillips, the company's secretary and manager.

Receipts Propaganda

"How to Lose Money on Warehouse Receipts" is the title of an article in a recent issue of the *California Banker*. The text is the continuation of the educational campaign by A. T. Gibson, chairman of the banking relations committee of the merchandise division of the American Warehousemen's Association, among financial interests.

The article was written by A. T. Vickery, assistant to Mr. Gibson, who is president of the Lawrence Warehouse Co., San Francisco.

I.C.C. Permits Nickel Plate to Set Up L.C.L. Off-Track Freight Station in St. Louis

DISTRIBUTION AND WAREHOUSING'S Washington Bureau,
1163 National Press Building.

ESTABLISHMENT by the Nickel Plate road of an off-track station for receipt and delivery of L.C.L. freight at 620 South 7th Street, St. Louis, has been approved by the Interstate Commerce Commission in a decision in I. & S. Docket 3741.

Protests made by virtually all other carriers serving St. Louis and East St. Louis resulted in suspension by the Commission of tariff schedules of the Nickel Plate proposing the new station, effective last April 25.

Effective Oct. 26, 1931, the Nickel Plate established seven off-track stations in connection with the Columbia Terminals Co. and three off-track stations in connection with the Central Transfer Co. in St. Louis. The South 7th Street station is to be in connection with the Slay Motor Service, Inc. Effective April 20, 1932, the off-track stations of the Columbia Terminals Co. were reduced from seven to five.

The Commission pointed out the Nickel Plate was not party to an agreement of the carriers serving St. Louis to employ the Columbia Terminals Co. as their exclusive agent for drayage of L.C.L. freight between St. Louis and East St. Louis, but pays a greater allowance than do the other lines.

The Nickel Plate pays the Columbia Terminals Co. \$2.70 for drayage from its on-truck station in East St. Louis to off-track stations in St. Louis, and \$2.41 from off-track stations in St. Louis to its on-track station in East St. Louis, whereas the other carriers parties to the contract pay the Columbia an allowance of \$2.60 from East St. Louis to off-track stations in St. Louis and a rate of \$2.04 from off-track stations in St. Louis to on-track stations in East St. Louis.

The allowance proposed by the Nickel Plate for the Slay Motor Service, Inc., is \$2.45 from East St. Louis to the Slay Company's off-track station in St. Louis and \$2.04 for the haul in the reverse direction. The present allowances made by the Nickel Plate and the Litchfield & Madison Railroad to the Central Transfer Co. are \$2.45 from on-track stations in East St. Louis to off-track stations in St. Louis and \$2.25 for the haul in the reverse direction.

According to the Commission the Nickel Plate justified its proposed schedules on two grounds, the first of which was that payments to the Slay Co. would be lower than those now made to the Columbia Co. for the same service. The second was the Nickel Plate's contention that it is not getting as much east-bound business as it should. The Nickel Plate believes the Slay Co. will be of considerable assistance in attracting tonnage.

The Slay Motor Service, Inc., has been in business in St. Louis for about twelve

years, the Commission said. Its equipment consists of 18 trucks, the majority of which are 5-ton. It serves approximately 250 shippers, principally in South St. Louis.

The protesting railroads called attention to reduction in off-track stations in St. Louis because of loss of traffic. They argued that recognition of a new off-track station by one line probably would mean they would be forced to recognize it to share business which the Slay Co. controls.

The proposed new off-track station is within two blocks of one of the Columbia, and the protestants contended the proposal would constitute an unreasonable practice in that it would result in wasteful competition. The Commission said, however, its investigation did not disclose that the proposal to establish a new off-track station is an unreasonable practice or that the allowances proposed are unreasonable or unduly prejudicial or that any section of the interstate commerce Act has been violated.

—Stephens Rippey.

R. J. Mayer Forms Central Storage & Van Co. in Omaha

ANNOUNCEMENT is made by R. J. Mayer that he has severed his connection with the Terminal Warehouse Co., the Omaha organization of which he was treasurer and operating executive, and has formed his own firm—the Central Storage & Van Co., operating a State-bonded storage plant at 1101-1105 Jackson Street, Omaha.

The Central's warehouse is a reinforced concrete structure located prominently in the city's wholesale district and served with Union Pacific trackage. The men associated with Mr. Mayer in his new enterprise have had years of experience in the warehouse business.

The company is doing a general merchandise storage and distributing business, handling pool cars and furniture storage, and operates local and long distance van service.

Lyon's of Warehousing Publicizes Lions of the "Movies" —With Profitable Results



LIONS play roles so prominent in the current "Congorilla" motion picture filmed in Africa by Mr. and Mrs. Martin Johnson—

And lions are used so effectively in the advertising of the Lyon Van & Storage Co., operating in California cities, that—

A logical advertising and publicity tie-up was arranged between the Fox Film Corp. and the Lyon organization during the recent showing of the picture in southern California.

A giant traveling exhibit, illustrated herewith, was built on one of the Lyon's flat trucks. It consisted of a huge book, the pages of which were made up of mammoth colored enlargements of photographs taken from the movie. For atmosphere there were two pigmy Negroes

who, in native costume, opened the pages of the book; also there were a grand piano, brought from Africa by the Johnsons, and a mounted lion and a variety of native shields, spears, etc.

The display was equipped with a loud speaker, and the talks given served a dual purpose—advertising the picture and playing up the Lyon company's slogan, "Let Lyon Guard Your Goods."

In advance of the showing of the picture the exhibit visited the section's principal theaters. This, and screen advertising, lobby displays and the distribution of more than 100,000 booklets, together with advertising on the truck itself, developed profitable business for the Lyon organization.

Carriers File a Store-Door Tariff; Bush Terminal R.R. Attacks It as Inconsistent

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100 pounds, minimum \$10 per shipment; pieces or packages weighing over 1500 pounds each, 22 cents per 100 pounds, minimum \$2 per shipment; raw silk, 20 cents, plus 10 cents per \$100 on valuation, minimum \$2 per shipment; and woollens, 25 cents per 100 pounds, minimum \$2.

This item, according to Mr. Walker, "is in direct conflict with and strikes at the very foundation of the cardinal principle of rate-making which has been rigidly adhered to by the carriers and recognized by the Commission for many decades, and also by the local truckmen—namely, that the rate on carload traffic shall be lower than the rate of less than carload tonnage."

He gave specific examples of how shippers may "beat" the carload rates by splitting shipments and making two L. C. L. consignments.

Paragraph (d) of Item 12 provides that rates include the service of loading and unloading cars, "except that an outbound freight blocking, staking or otherwise securing on or in cars must be borne by the shipper or at his expense."

This, said Mr. Walker, "is unreasonable and verges on the absurd." He asked whether it will be necessary for shippers to send a force of men to block, stake or otherwise secure the freight in the car, "which work is usually done as the car is being loaded."

"It is patent that the shipper could not, in the usual course of business, send men to the point in New Jersey (assuming the shipment is made from Queens and trucked to Jersey), where the cars is to be loaded," Mr. Walker said. "He would, undoubtedly, have to have this work done by the carrier at his expense."

"There is no measure of charge set forth in the tariff for this work, and no yardstick or formula contained in the tariff which will enable the shipper to determine what the cost will be. The failure to quote a charge may, and unquestionably will, result in discrimination as between shippers, as it is only natural that one road will employ one formula for arriving at the charge, and another line will use some other formula. As a matter of fact, there may be as many different formulas used in computing the charge as there are lines involved."

Mr. Walker objected also to paragraph (i) of Item 12 providing that "where distances are used to describe pick-up and delivery limits, such distances shall be computed via the shortest route over streets or roadways available to dray or truck from or to the carriers' freight station."

"As a result of failure definitely to outline areas," Mr. Walker said, "discrimination will result as between shippers or consignees, and beyond question will be ignored by the contract truckmen through their desire to obtain business. The determination of the 'short-

est route over streets or roadways available to drays or trucks' is a matter of personal opinion and, therefore, may and surely will be the subject of controversy."

"In the light of the fact that the tariff does not meet the rules and regulations of the Commission with regard to construction," Mr. Walker said, "that it is inconsistent, is indefinite and not specific, that it permits of innumerable interpretations, that it is fundamentally unsound, and that it will result in discrimination, we respectfully urge that this tariff shall not be taken in the Commission's files as filed, but shall be rejected or held by the Commission as not filed until such time as the weaknesses in the tariff have been definitely and positively eliminated."

—Stephens Rippey.

U. S. Chamber, in Attack on Federal Competition, Notes Rivalry in Storage Business

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1157 National Press Building.

GOVERNMENT activities in warehousing, both through the Inland Waterways Corporation and leasing of the various Army Bases at low rents to private operators; operation of the Inland Waterways Corporation itself, and construction of Federal-aid highways, are some of the numerous examples of Governmental competition with private enterprises which come under fire in the report of a special committee of the United States Chamber of Commerce appointed to investigate Government competition with private business.

The committee lays down seven principles which it believes should be followed in a comprehensive program for getting the Government out of business. Among these is one which also would prohibit private business from soliciting Governmental aid in conducting surveys and in promotion of sales both here and abroad—activities in which the Department of Commerce is engaged.

Henry D. Sharpe, of Providence, R. I., was chairman of the committee.

On the subject of warehousing the committee said:

"Buildings and other facilities acquired chiefly for war purposes are leased for warehousing and similar uses in competition with like properties of a commercial nature. At the Panama Canal warehousing 'for orders' is undertaken, this being a service to private concerns in the distribution of their goods."

"From seven former Army Bases at ports, the Merchant Fleet Corporation, controlled by the Shipping Board, received in 1931 rents of \$636,000. In

1930 the War Department had receipts from leases of \$131,000.

"The withholding of some of these properties from taxation not only has effects upon competitors, but has worked hardships upon local communities dependent, during earlier private ownership, upon the properties for a substantial portion of their revenues from taxation."

The Inland Waterways Corporation comes in for some severe criticism, not only for its transportation activities, but for its warehousing. The committee said:

"Through a corporation set up for the purpose, and with the Secretary of War as its head and a commissioned officer as its general manager, the Government operates barge lines for commercial purposes and in competition with private transportation enterprises, both by water and by land. These barge lines engage in ancillary services, such as warehousing, thus competing with private enterprises in that field."

"Apart from direct effect upon competing forms of transportation, these barge lines have had wide influence upon business centers and business enterprises the markets of which are determined by transportation costs. Advantages have been conferred upon some at the expense of others. Generally speaking, the markets of those nearest the barge lines have been expanded at the expense of the smaller inland centers. The effect upon commodities may be illustrated with sugar. The market for imported Cuban sugar has been extended largely at the expense of the beet sugar industry in the western States."

"If every other objection to this public enterprise were avoided there would remain elements of unfairness. Although stability in rates for transportation is essential for business using transportation, the barge lines may undertake to give a competitive rate, they take no account of interest and taxes which competing private carriers must pay. Since other facilities for transportation are ample, the barge lines represent duplicate facilities maintained at public expense."

As to highway transportation, the committee said:

"Federal funds in large amounts have been used for highway construction which has made possible a great volume of interstate passenger and freight transportation not subjected to regulation comparable to regulation imposed upon older forms of transportation and in substantial part diverted from these forms."

"During the post-war development of highways upon which Federal funds have been used, upwards of 7000 miles of railway have had to be abandoned, usually with residents along the lines objecting because of loss of service they considered essential."

The committee throughout the report emphasized the unfairness of Government competition because of peculiar advantages the Government enjoys as against the private firm or corporation.

—Stephens Rippey.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

Secretary of War Hurley Cites Nine Reasons Why Writ Should Not Issue in Army Base Case

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

A PARTIAL defense of the War Department's lease of the Port Newark (N. J.) Army Base to the Mercur Corporation was made on Sept. 7 when Assistant United States District Attorney John J. Wilson filed with the District of Columbia Supreme Court Secretary of War Patrick J. Hurley's answer to the petition seeking a writ of mandamus to compel Mr. Hurley to cancel the lease.

The writ was asked by the New York Warehouse, Wharf and Terminal Association, Inc., composed of the Bush Terminal Co., New York Dock Co., Fidelity Warehouse Co., Beard's Erie Basin, Inc., American Dock Co., Republic Storage Co., Inc., and Pouch Terminal, Inc.

It is probable that oral argument will be had before the Court before a decision is handed down on the petition. The warehousemen now will have an opportunity to submit an answer to Secretary Hurley's answer and the latter, in turn, will have a second opportunity to reply to the petitioners' answer.

Secretary Hurley set forth nine specific reasons why the writ of mandamus should not be granted. He denied most of the allegations made by the warehousemen and declared the lease was made with the Mercur Corporation in the administrative discretion of his predecessors and himself. There was nothing "arbitrary or capricious" in the lease, he said.

The nine reasons why the mandamus should not be granted, as set forth in the answer, are:

"1. Issuance of the writ would be unjust and inequitable.

"2. It would injuriously affect the respective rights of the United States of America and the Mercur Corporation, which are not parties to this proceeding.

"3. Petitioners have not a sufficient legal interest in the matters involved herein to maintain this action.

"4. The purpose of this suit is, in effect, to establish an alleged legal right and not to enforce one already established to be clear, substantial and complete.

"5. There is no clear and indisputable duty on the part of this respondent to do that which the petitioners seek to enforce herein.

"6. This suit is against respondent entirely in his official capacity and he has no personal interest whatsoever in the subject matter thereof. It is, in effect, a suit against the United States of America, which has not been sued and has not consented to be sued herein.

"7. Said petitioners seek injunctive relief which the writ of mandamus is not designed to accomplish.

"8. The leasing of said premises upon the terms and conditions set out in petitioners' exhibits A, B, C, D, F, and G is within the administrative discretion

of the Secretary of War and cannot be regulated by mandamus.

"9. The action of this respondent in refusing to cancel said lease lies within his administrative discretion. Such action on his part, under the circumstances herein set out, is reasonable, just and proper, and is not arbitrary or capricious; and it cannot be regulated by mandamus."

The averment that the arrangement between the War Department and the Mercur Corporation is not, in fact, a lease, but an operating agreement whereby the Mercur Corporation acts as agent for the War Department, is a conclusion of law which he is not required to answer, Secretary Hurley said. If required to answer, however, he said, he would deny the allegation.

Mr. Hurley said he had no knowledge of the allegation made by petitioners that the Mercur Corporation has a capital of only \$10,000. This allegation was made in connection with a statement that the piers had cost \$11,000,000, but were leased to a small concern. Mr. Hurley admitted the cost of the piers was approximately \$11,000,000.

The contract between Mercur and W. R. Craig & Co., for storage of sugar, was not made with the approval of the War Department, Mr. Hurley said.

As to the allegation that the Mercur Corporation is not a lessee, but an operating agency for the War Department, and that the War Department is engaged in secret rebates and improper practices, Secretary Hurley said this was a conclusion of law which he did not feel called upon to answer, but if he should be required to answer he would deny it.

The Secretary denied that the fourth supplemental agreement between the War Department and Mercur was entered into to protect Mercur and to prevent the ouster by the Government of W. R. Craig & Co. and other parties with whom Mercur might enter into contracts.

Denial also was made that Mercur is engaged in business jointly with or on behalf of the War Department.

The Mercur Corporation is in open and direct competition with the petitioning warehouses and others in the New York sector, the answer said, and Mercur is not engaging in unfair trade practices.

The lease and the five supplemental agreements constitute a "proper, valid and lawful" lease, Mr. Hurley said. Grounds for revocation provided in the fifth supplemental agreement "have not occurred and do not exist," he said, and "respondent believes he does not have the right to cancel the lease, even if he felt it should be done."

—Stephens Rippey.

Hildenbrand-Gabel

Milton A. Hildenbrand, a partner in Hildenbrand Bros., Philadelphia, and Miss Anne Gabel, daughter of Dr. and Mrs. Clayton G. Gabel of Lancaster, Pa., were married on July 1. They will be at home after Oct. 1 at 1329 Ruscomb Street, Philadelphia.

U. S. Shipping Board Plans to End Storage Competition at the Army Base in Boston

THE United States Shipping Board planned to open bids on Sept. 26 for the private operation of the Boston Army Base. On Oct. 15 the new lease will go into effect for a period slightly longer than five years, if an acceptable bid has been received. At least two groups of business men in Boston were prepared to submit bids and some others were interested, according to reports from Boston.

As noted in the September *Distribution and Warehousing*, the public warehouse industry in Boston has been much concerned as to the future use of the Army Base. For the past year and a half it has been operated by the United States Shipping Board. The change in the situation as to operation is a matter of rejoicing for the Boston Port Authority and also for those interested in the commercial warehouse business.

The Shipping Board prepared specifications, instructions to bidders and form of bid with respect to the proposed leasing of the wartime terminal. The lease is to become effective at 12 o'clock midnight on Oct. 15, and end at midnight on Dec. 31, 1937.

Under the rules and regulations to govern operation, as prepared by the United States Shipping Board for incorporation in the lease, the Army Base will become an active agency for the Port of Boston, soliciting business for the port in competition with other ports, but not in competition with the private warehouses in that city.

The Merchant Fleet Corporation, an agency or subsidiary of the Shipping Board, will withdraw from the Army Base when the new lease goes into effect. As this corporation is a Federal agency, it could not solicit business in any way that would compete with any other port, and it used the premises largely as a storehouse. The low rates attracted business away from the private warehouses.

The National Wool Marketing Corporation, under an agreement with the Eastern States Farmers' Exchange, has stored large amounts of wool in the Army Base, but under the new lease no more of this wool is to be received there after May 1, 1933. Any wool coming to Boston for the National Marketing Corporation for storage will have to be placed in private warehouses. Revenue derived from the storage of wool of the Marketing Corporation after midnight, June 30, 1933, will be payable to the lessee.

A letter from Elmer E. Crowley, president of the United States Shipping Board, to Elin M. Jacobs, Boston, secretary of the Massachusetts Warehousemen's Association, states that:

"All bids must be accompanied by a bank cashier's check or certified check for \$10,000 payable to the order of the United States Shipping Board Merchant Fleet Corporation, which sum will be

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"Family Album" Sketch Outlines the Business Career of W. J. Binyon

(Concluded from page 19)

ness on his own for the first time. The end of the railroad was Dallas, forty miles away over miserable trail roads. A team and an old express wagon repaired by himself comprised the equipment and rolling stock. His wagon's capacity was three bales of cotton. Every other day during the season he left for Dallas, returning the next day with staples for the village.

The decision to move his sphere of activity to Fort Worth was brought about in a peculiar manner. By this time he was the proud owner of a team equal to any, and a new express wagon with broad tires. On a trip to Dallas with three bales of his own cotton, late in the season, he sold the entire outfit—horses, wagon and cotton—for \$600 (mostly silver). Having heard a great deal about the opportunities awaiting a real business go-getter in Fort Worth, he walked the 30 miles, carrying the money in his pocket. It took all day to cover this distance, but when he struck out for home he had made his decision. He was moving to Fort Worth immediately.

On to Fort Worth

Accompanied by his brother, he left the family fireside with two teams, wagons and strong, healthy bodies. Their first permanent location was in a frame structure 20 by 30 feet, with a lean-to for a stable. On this same location there now stands the million dollar Texas & Pacific railroad station. Immediately they put their teams in service, hauling from Dallas to the stores in Fort Worth, thereby originating the first store-door delivery in that section.

When the railroad extended its line to Fort Worth it put an end to that profitable business, but opened up another—the storing and delivering of merchandise destined locally and especially for the great western plains. This necessarily called for more room, so in 1882 his storage facilities were enlarged by the leasing of a three-story cut stone building, adjacent to the merchants and on a railroad siding.

Mr. Binyon delivered the first consignment of merchandise which was stored in the new building to A. J. Anderson, hardware merchant, who is now the only firm remaining in that business today. The "long wagon" was Mr. Binyon's long suit. Many a huge load of Buffalo hides returned with him from the West for storage.

Real wealth was stored in the plains and paid excellent dividends to the Binyons. In 1905 they purchased a five-story brick structure, more ideally located. At that time he put into operation a plan which brought to the fore the inherent possibilities in his son Roy.

He placed squarely on this young man's shoulders a 50 per cent interest in the entire business. His only admonition was appertaining to collections.

Mr. Binyon believes that this particular phase of business is the oiled bearing around which the other departments rotate. Regardless of how much or how little new business there is on hand, never let collections lag, is his password.

It was in 1912 that Roy Binyon, accompanied by his father, drove the first motor van on the streets of Fort Worth. During this journey the elder Binyon could visualize the future development of this means of transportation and knew that the day of his beloved horses as draft animals was over.

By 1916 the quarters were again too crowded and there came into being the present fireproof structure, modern in every respect, with private switch track and sprinkler system.

Like unto his father, Roy Binyon, as president and general manager, carries

Warehouse Executive

WISHES to make a change. Superintendent of a large furniture warehouse for the past five years. More than 20 years' experience in the storage business. Age 48. Prefers position in New England or New York. Address Box V-637, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

on the ideals and straight thinking of his sire. There are now in operation 35 trucks of modern design. The Binyons consider merchandise as merely your money in another form and the greatest care is taken in the handling of it. Private offices are maintained for sales representatives; in addition, a thoroughly trained traffic department operates without additional cost to customers.

In 1926 the volume of business demanded a branch be located in Dallas, their immediate neighbor city. Back and forth, twice daily, plies the motor freight with speed and dispatch.

"Good will," says W. J. Binyon, "is hidden gold. I believe the exchange of ideas and opinions through the medium of mutual associations is as beneficial as keen competition."

Roy Binyon is a member of the executive committee of the merchandise division of the American Warehousemen's Association and is chairman of the board and a past president of the Texas-Southwest Warehouse and Transfermen's Association, Inc. The company belongs also to the National Furniture Warehousemen's Association.

On W. J. Binyon's desk still appear the tough nuts in collections. When the regulars can't bring in the money, he goes out and gets it; always bearing in mind that underneath the case-hard surface of the modern business man's veneer his blood runs true!

Installment Houses Seek Reporting Law in New Britain, Conn.

FURNITURE dealers of New Britain, Conn., have applied to the Common Council for an ordinance requiring all companies operating moving vans to file information concerning families they move. The suggested ordinance, patterned somewhat after one now operative in the nearby city of Hartford, would provide penalties for failure to report moving jobs.

The New Britain Chamber of Commerce has endorsed the proposal, which would benefit all installment merchants. A hearing was scheduled to be held on the ordinance late in September and strong opposition was expected from furniture warehouse companies.

Passage of a similar ordinance was sought in Waterbury last year but failed to win approval of the Council and died "in committee." In its search for information on existing legislation of the type, the New Britain Chamber of Commerce was advised on a plan which operated successfully in an Indiana city, where moving companies were paid 25 cents a name for information, the payment being made by the local Chamber of Commerce as representative of the installment houses interested.

Winters Quits Utilities to Join Patrick Company

W. Garden Winters, director of public relations for the United Gas organization in Houston, and for the past ten years a prominent figure in southern Texas utilities circles, has acquired an interest with Fisher S. Dorsey in the Patrick Transfer & Storage Co., Houston. The two are now associated in the ownership and managership of the Patrick organization.

A native Kentuckian, Mr. Winters served as head of the Southwestern Bell Telephone Co. from 1922 to 1929. Following posts with the Houston Lighting & Power Co. and the Houston Gas & Fuel Co., he joined United Gas in June of 1931.

Mr. Winters is general chairman of Houston's committee on unemployment relief, president of the Houston Club, president of the Houston Social Service Bureau, a past-president of the Houston Rotary Club, a director of the National Bank of Commerce, and president of the Hull Telephone Co.

Half-Century in Business

The Manitoba Cartage & Warehousing Co., Ltd., Winnipeg, celebrated its fiftieth birthday on Aug. 19 with a jubilee parade of thirty vehicles through the streets of the Canadian city. The firm was founded on Aug. 19, 1882.

The floats symbolized either events in the history of western Canadian business development or advances in the Manitoba company's own business career.

U. S. Shipping Board Plans to End Storage Competition at the Army Base in Boston

(Concluded from page 49)

retained by the United States of America as liquidated damages if the successful bidder fails to execute a formal written lease and furnish bond within the time specified. The successful bidder will be required to execute a formal lease and furnish satisfactory bond in the sum of \$50,000 within fifteen days after draft and lease have been tendered for execution.

"The amount of annual rental to be paid should be on the basis of a percentage of the annual gross revenue derived from the operation of the premises leased within a fixed annual minimum sum."

In the instructions to bidders it was stated that:

"Bidders, if required, shall furnish satisfactory evidence relative to their qualifications to operate a warehouse and/or terminal and of their financial responsibility to conduct such operations. The United States Shipping Board Merchant Fleet Corporation reserves the right to examine bidders by personal interview relative to their qualifications to conduct the business of operating terminal warehouses."

The following is an excerpt from Article III of the terms of the lease:

"Use of Property. The lessee covenants and agrees to use the aforesaid premises and property for the following purposes only: the loading and discharging of passengers and cargo from and to vessels and from and to railroad cars and/or trucks, the storage of merchandise, cargo and/or freight, the assembling of outward and the delivery of inward cargo, all in accordance with the usual commercial customs and practices in such cases. Provided, however, that the use of the storage facilities under this lease shall be subject to such regulations and/or restrictions as may be from time to time prescribed by the lessor.

No "Undue" Competition

"The lessor agrees that it shall not unduly compete for general storage with privately owned operated warehouses in Boston, that no wool other than that of the National Wool Marketing Corporation shall be accepted for storage in any event, and that no other merchandise shall be stored except merchandise from port-competitive territory definitely for export or merchandise waterborne to Boston definitely destined for port-competitive territory. Also that the National Wool Marketing Corporation's wool shall not be stored after June 30, 1933."

All persons and corporations making use of the Army Base will be allowed full opportunity to use the premises to carry out all contracts and agreements for the stevedoring of vessels, unhampered by the lessee. One of the provisions is that the lessee shall use the

premises in a manner best to benefit the American merchant marine, and insofar as possible to prefer vessels documented under the laws of the United States.

Provisions call for the adequate upkeep of the property.

Just before the new lessee takes possession, the Shipping Board will take soundings at the pier to determine the exact depth of the water, because the lease will provide that the lessee shall return the property at the termination of the lease with the same depth of water. The property is reported to be in sound condition today and the Government will not allow it to deteriorate.

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

PROPOSALS from private warehouse interests desirous of taking over the valuable Boston Army Base pier property, now operated by the Federal Government, have been solicited by the United States Shipping Board, which was to open bids on a lease for slightly more than five years, at Washington on Sept. 26.

The Board's subsidiary, the Merchant Fleet Corporation, prepared specifications for a lease after negotiations with

Partner Wanted

LEADING old established fireproof warehouse has splendid opening for partner who can furnish capital and will take active interest in business.

Address Box K-889, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

contending factions who favored and opposed continued Government operation, and will require a rental based on a percentage of revenues with a fixed minimum return for the property.

Bids, which must be accompanied by a deposit of \$10,000 in the form of a certified check, must state the percentage of gross revenue to be paid and the fixed minimum rental, while bidders must be prepared to provide a \$50,000 bond when the lease has been approved. The property will be leased from Oct. 15, 1932 to Dec. 31, 1937.

Massachusetts warehouse interests opposed leasing of the pier to private interests when a public hearing on the proposition was held here several months ago. They expressed a preference for continued operation by the Merchants Fleet Corporation, although H. H. Wiggin, president of the Wiggin Terminals, Inc., of Boston, promised to make an offer if the Board decided on private operation of the property.

—W. B. F.

New South Atlantic Firm Takes Over Rucker Bonded Company in Greensboro, N. C.

THE South Atlantic Warehouse Co., Greensboro, N. C., has acquired the property formerly known as the Rucker Bonded Warehouse Co., at 221½ South Elm Street, Greensboro. All of the Rucker holdings were bought in under foreclosure proceedings last April by Wharton & Co., who hold bonds secured by the deed of trust under which foreclosure was had. The property was subsequently deeded by Wharton & Co. to the new South Atlantic Warehouse Co.

The president and secretary of the South Atlantic is Albert Carroll Rucker, of 66 Beaver Street, New York, who for years has been an active member of the New York Cotton Exchange. The company will maintain an office at the Beaver Street address. The directors are Mr. Rucker and Fred I. Sutton and Fielding L. Fry.

The South Atlantic will do a combined merchandise, distribution, household goods and cotton storage business and will do local and long distance hauling.

Mason Elected President

The Mason Warehouse and Refrigeration Servicing Corporation, recently organized by A. V. Mason, former Pittsburgh and Milwaukee cold storage warehouse executives, and associated, has elected Mr. Mason president.

Dr. M. E. Pennington, formerly chief of the food research laboratory of the Bureau of Chemistry of the United States Department of Agriculture, has been chosen vice-president. Thomas L. Rose, senior member of Kirchoff & Rose, Milwaukee architects, is vice-president and treasurer. Walter E. Bernd, refrigeration engineer, of the firm of Ophuls & Hill, New York, is secretary.

The corporation, organized under Wisconsin law, has established offices at 680 Rockefeller Building, Cleveland, Ohio.

As announced in the July *Distribution and Warehousing*, the Mason organization was formed to "render service to warehouse clients in all matters of operation, management, refrigeration, air conditioning, temperatures, humidities, business development, and in designing, planning, testing or operation, inspection and supervision of construction of warehouses of all kinds."

Mitsubishi Expands

Mitsubishi Soko Kabushiki Kaisha (Mitsubishi Warehouse Co., Ltd.), with head offices in Tokio, had added the business of mothproof storage for furs, clothes, trunks, etc., which is relatively a virgin field for storage companies in Japan.

The development, according to T. Akechi, manager of the company's business department, followed his personal inspection of warehouses throughout the United States about a year ago.

New Incorporations as Announced Within the Storage Industry

Arkansas

LITTLE ROCK—Newro Warehouse Co. Storage warehouse. Capital, \$25,000. Incorporators, Harold L. Young and P. F. Cleaver.

California

Los Angeles—Quid's Service Transfer & Storage Co. (organized), 1745 Pontius Avenue, West Los Angeles. L. W. Jarvis, 1432 Ninth Street, Santa Monica, heads the interests.

Connecticut

New London—J. H. Rose Transfer Co. Organized by B. Solomon, 258 Vauxhall Street.

Florida

Bay Harbor—Bay Harbor Warehouse Corporation. Storage warehouse. Capital not stated. Incorporators, J. H. Friend and F. L. Holland.

Georgia

Augusta—Savannah River Warehouse Co. Storage warehouse. Capital, \$28,000. Incorporators, Augustus D. Tobin and Marion G. Tobin.

Illinois

Chicago—A. A. Furniture Co., 2218 Cottage Grove Avenue. Storage warehouse and furniture business. Capital, \$10,000. Incorporators, Morris Schwartz, Bertha Schwartz and Ruth Schwartz.

Chicago—Truck-Tail Terminals Corporation, Suite A-920, 175 West Jackson Boulevard. Capital, 50 shares of no par value stock. Incorporators, F. R. Gibson, W. C. Bacon and Edward C. Emmett.

Chicago—Waco Sales & Warehousing, Inc., 1716 South Michigan Avenue. Storage warehouse. Capital, \$5,000. Incorporators, Harold S. Almendinger, James L. Winters and Austin J. Waldron.

Massachusetts

Boston—Boston Motor Warehouse, Inc. Warehousing. Capital, \$10,000. Theodore Pearson is president and A. E. Creeger, 121 Warren Street, Newton, is treasurer.

Chelsea—A. W. Cheney Transfer Co., 24 Eleanor Street. Organized by Edward D. Connery and J. W. Connery, 359 Broadway, Revere.

Michigan

Battle Creek—Grain Warehouses, Inc. Storage warehouse and terminal. Capital, 2,500 shares of no par value stock. Principal incorporator, Lonn J. Kercher, Old Merchants' Tower.

Detroit—International Terminal Corporation. Warehouse terminals. Nominal capital, \$1,000. Principal incorporator, Richard A. Forsyth, Union Guardian Building.

Lansing—Food Warehouse, Inc., 827 East Michigan Avenue. Storage warehouse and cold storage plant. Nominal

capital, \$1,000. Principal incorporator, Charles B. Blancett.

New Jersey

Allenwood—Jersey Coast Transfer Co. Capital, 2,000 shares of no par value stock. Incorporators, Alfred W. Chapman and Clifford G. Chapman. Representative, Lloyd C. Riddle, 15 Exchange Place, Jersey City.

Newark—Utility Freight Terminal, Inc. Storage warehouse and terminal. Capital, 100 shares of no par value stock. Incorporators, Michael B. Herman, Irvington, and Charles H. Kauffman, Newark. Representative, Edward Fenias, 1060 Broad Street.

New York

Brooklyn—Anderson United Van Service, Inc. To operate as a van and moving organization in affiliation with Anderson's Fireproof Storage, Inc. Capital, 100 shares of no par value stock. Incorporators include Herman A. Holsten, 342 47th Street.

Brooklyn—Twin Terminals, Inc. Storage warehouse, trucking and express. Capital, 200 shares of no par value stock. Incorporators, Sidney Cleveland and Samuel Freedman, 142 Keap Street.

Lynbrook—Jose Brown, Inc. Storage warehouse and trucking. Capital, \$20,000. Incorporators, Patrick Kelly, 27 Tredwell Avenue, Lynbrook; Ellen M. Larkin, 4842 65th Place, Winfield; and John Fallon, 422 Park Place, Brooklyn.

New York City—Insured Trucking, Rigging & Warehousing Corporation. Warehouse, trucking and hauling. Capital, \$10,000. Principal incorporator, Max Wolf, 260 Penn Street, Brooklyn.

New York City—Vanportation & Warehouse Corporation. General warehouse and van service. Capital, 200 shares of no par value stock. Incorporators, J. C. Pugh and Herman J. Gettler, 523 West 23d Street.

New York City—Victory Shipping Co. Storage warehouse and trucking. Capital, \$10,000. Incorporators, Leon Levy, 196 Rockaway Parkway, Brooklyn, and P. Thorner, 1745 Division Avenue, Bronx. Representative, Sol Katz, 26 Court Street, Brooklyn.

Pennsylvania

Philadelphia—Commonwealth Forwarding Co., 1018 Shackamaxon Street. Organized by Edwin T. Rose, Anthony Rovar and George E. Watson.

Rhode Island

Pawtucket—C. & L. Moving & Expressing Co., 67 Linden Street. Organized by Hector P. Chartier and Joseph Lawrence.

Texas

Houston—Westheimer Transfer & Storage Co. Storage warehouse and van service. Capital not stated. Incorporators, Harry Hurwitz and Benjamin S. Hurwitz.

San Antonio—Central Warehouse & Storage Co. Storage warehouse. Capital not stated. Incorporators, Louis F. Ruedrich, C. J. Hartman and Ella Ruedrich.

Construction Developments Purchases, Etc.

Alabama

ENTERPRISE—Enterprise Ice & Cold Storage Co. is planning extension and improvements, including installation of additional equipment.

Montgomery—Alabama Motor Transfer & Warehouse Co. is planning erection of a \$25,000 1-story warehouse.

Arkansas

Camden—Ouachita Warehouse & Storage Co. has approved plans for a \$65,000 warehouse and terminal project to include construction of two buildings each 400 by 100 feet and one 40 by 75 feet at the foot of Washington Street.

Stuttgart—Farmers' & Merchants' River Terminal, Inc., is considering construction of a \$25,000 warehouse at Prestons' Ferry.

California

Corona—Pioneer Transfer & Storage Co. has purchased property 50 by 150 feet adjoining its warehouse.

San Bernardino—Associated Warehouse & Truck Co. has been appointed agent for the Consolidated Shippers, Inc., Los Angeles.

San Francisco—State Products Terminals, a State-owned bay-front produce warehouse and refrigeration plant, has been renamed the San Francisco Pier Terminals.

San Jose—Lawrence Warehouse Co. has taken over under lease the United States Products Corporation's warehouse buildings at 260 Bassett Street and on Stevens Creek Road.

Stockton—City Council has taken bids for construction of a \$100,000 project—four warehouse and terminal buildings each 100 by 150 feet—to be leased for public warehouse service.

Canada

Thedford, Ont.—Thedford Cold Storage Co. has awarded a contract for a \$100,000 2-story cold storage warehouse, 124 by 125 feet.

Connecticut

Torrington—Torrington Ice Co. is completing plans for a \$40,000 cold storage warehouse and ice plant on North Main Street.

Florida

Deland—J. D. Kelly heads a project to construct and operate a \$25,000 cold storage warehouse and ice plant on North Spring Gardens Avenue.

Fort Lauderdale—Port Authority is considering construction of a \$100,000 project to include bonded cold storage warehouse and pre-cooling plant units, at Port Everglades. Application for a loan has been made to the Reconstruction Finance Corporation.

Jacksonville—Commodore Point Terminal Co. and Strachan Shipping Co. are considering rebuilding the warehouse which, occupied by the Strachan organi-

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Dunn Honored at Banquet as Riverside Celebrates Its Fiftieth Anniversary

IN honor of the golden jubilee birthday of the Riverside Storage & Cartage Co., Detroit, and its president, James D. Dunn, who is treasurer of the National Furniture Warehousemen's Association, a banquet was held at the Wolverine Hotel in Detroit on the night of Sept. 21. The hosts were the Michigan Furniture Warehousemen's Association and the Detroit Furniture Warehousemen's Association, of both of which the Riverside organization is a member. About sixty persons attended.

The honor guests were Wilbur M. Brucker, Governor of Michigan; Harold Waples, chairman of the Michigan Public Utilities Commission, Ralph J. Wood, Chicago, secretary of the N. F. W. A.; James A. Moynihan, a Circuit Court judge; Joseph A. Warner, chief of the bus and truck division of the State's Public Utilities Commission, and Mr. Dunn.

Harry G. Beebe, Jackson, president of the Michigan F. W. A., presided and extended his organization's congratulations, reminding the guests that Mr. Dunn had formerly been its president for three years. Frank X. Zech, president of the Detroit local, recalled that Mr. Dunn had served as its president. To Mrs. Dunn, Frank W. Kauffman, Jackson warehouse executive, presented a bouquet of home-grown roses.

Governor Brucker in his address said that men who use sharp practices might continue in business a short time, but no business founded on such practice could endure fifty years as Riverside had done because enduring business required honorable and reliable dealings with customers.

Letters and telegrams from N. F. W. A. officers and directors were read and presented to Mr. Dunn, and Mr. Wood paid the evening's guest an eulogy and proffered him the National's congratulations.

Mr. Waples discussed "Public Relations" and urged that truck operators'

efforts to avoid offending the public with their vehicles would reflect the public's good will toward the industry. He eulogized the Riverside's policies along that line, and commended the Michigan and Detroit associations for their cooperation with the State authorities.

J. P. Woodworth, South Bend storage executive, extended the congratulations of the Indiana Furniture Warehousemen's Association.

The Detroit association, through Mr. Zech, presented Mr. Dunn with a testimonial.

Gibson Files for Wedding

Algernon, T. Gibson, president of the Lawrence Warehouse Co., and Mrs. Emily Crow Weaver filed, in San Francisco late in September, their intention to marry.

Prominent in club circles in the California city, Mr. Gibson is a member of the executive committee of the merchandise division of the American Warehousemen's Association and is chairman of the A. W. A. committee on banking relations.

Hollingsworth Returns

James H. Hollingsworth, owner and manager of the former Hollingsworth Warehouse, which he had established in Augusta, Ga., in 1900, and who for the past four or five years has not been identified with the public storage business, has revived his organization, The Hollingsworth Warehouse, and is doing a merchandise storage, distributing and forwarding business in a warehouse at 628 Seventh (McIntosh) Street, in the Triangular Block, Augusta. The building is served with trackage connecting with all the railroads entering the city.

When formerly engaged in warehousing Mr. Hollingsworth was a member of the American Warehousemen's Association and the American Chain of Warehouses.

Urban Heads Sullivan's

H. L. Urban, vice-president, treasurer and operating executive of the William J. Sullivan Delivery & Cartage Co., a Milwaukee warehouse firm recently reorganized as the General Cartage Co., has been elected the firm's president and manager. W. C. Papenthien is vice-president and treasurer, and F. P. Heiden is treasurer.

The General has leased the building at 415-417 West Highland Avenue.

Death of C. H. Diehl

Charles H. Diehl, office manager of the A. Wirtz Transfer Co., Hamilton, Ohio, was found dead in his automobile late on Aug. 26. A shot gun was found by his side and shot had passed through his head. Members of his family told the police authorities that he had been despondent because of business conditions.

For Sale

DE LUXE semi-trailer outfit complete.

☛ This is without doubt one of the outstanding semi-jobs with one of the very finest 1250 cu. ft. round-nose bodies in the country.

☛ Built in 1931 by Highway Trailer; Hoffman body; Biederman tractor; 8-cylinder Lycoming motor; cab of body width and height. Has only 27,000 miles. United Van Service, Inc., painting. With or without tractor.

☛ Will sacrifice for less than half.

☛ Address Box B-344, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Self-Lifting Literature

New literature describing the trucks manufactured by the Self-Lifting Piano Truck Co., Findlay, Ohio, is now available to warehousemen on request.

Modern and earlier methods of handling items such as electrical refrigeration cabinets are described and the savings and advantages of modern methods retold. Important details of those trucks designed primarily for refrigerators are covered in full. The X-70, which has enjoyed the strongest demand, is featured.

The Self-Lifting has been manufacturing trucks for thirty-two years. Its line includes piano trucks, radio trucks, refrigerator trucks, and piano movers' supplies and equipment.

Packing in Overland

The California Packing Corp. has installed offices and storage facilities in the building of the Overland Terminal Warehouse Co. in Los Angeles.

Mills Honored

E. A. Mills, president of the Crescent Warehouse Co., Ltd., Los Angeles Harbor, has been reelected chairman of the Marine Service Bureau of Los Angeles.

W. A. Stringer Passes

William A. Stringer, president of the Stringer Storage Co., San Francisco, died on Sept. 1. He was a member of the National Furniture Warehousemen's Association and the California Van & Storage Association.

New Texas Firm

The R. B. Brown Transfer & Storage, Inc., has been incorporated under Texas laws to do a storage and transportation business in Beeville. Capital stock, \$2,000. The incorporators are Mrs. R. B. Brown and E. C. Brown of Beeville and J. O. Dobbs of Houston.

Warehouse Executive

WANTS position. Fifteen years' experience as general manager of warehouse and transfer company, both household goods and merchandise.

Personal acquaintance with national accounts.

Have exceptional record for production of new business and economy of operation. Age 40. Married. Alert and aggressive.

Address Box U-536, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Construction Developments Purchases, Etc.

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zation, was recently wrecked by fire with an estimated loss of \$70,000.

Illinois

Chicago—Chapin River Terminals Co., 1046 Kingsbury Street, operating a warehouse business, has arranged for an increase in capital by amount of \$10,000, continuing with 2,000 shares of stock of no par value.

Maryland

Baltimore—White Transportation Co. is constructing a \$50,000 warehouse and distributing terminal, 200 by 280 feet, at Henry Street and Key Highway.

Michigan

Detroit—William Wolk Co., Inc., has been organized with a capital of \$30,000 to take over and succeed to William Wolk Cold Storage Co., 1545 Winder Street.

Grand Rapids—Star Transfer Line has purchased the assets of the Interstate Motor Freight, operating within Michigan and to Indiana and Ohio, and will operate the business from the Star's warehouse.

Port Huron—Earl Smith Fast Express Co. has awarded a contract for a \$25,000 1-story warehouse and terminal.

Mississippi

Gulfport—Gulfport Port Commission has awarded a contract for a \$150,000 project to include construction of a group of eight waterfront storage warehouses and terminals.

New Jersey

Jersey City—Mongiello Brothers, Inc., 625 Communipaw Avenue, operating cold storage and ice plants, has taken out a permit for a \$35,000 1-story cold storage warehouse on Woodward Street.

Newark—Federal Storage Co. has leased a 2-story building and a 4-story building, formerly used for manufacturing purposes, at 42 to 46 Orange Street and will remodel and improve for storage of household goods.

New York

Brooklyn—Green Brothers, operating a moving and express business at 125 Fourth Avenue, have leased the building at 573-575 Sackett Street and will operate it as a household goods warehouse.

Jamestown—Consolidated Van & Storage Co., Inc., has filed a voluntary petition in bankruptcy, giving its liabilities as \$175,547.44, its assets as \$227 and its secured claims as \$40,021.64.

Newburgh—Newburgh Transfer & Storage Co., Inc., has arranged for an increase in capital stock from 100 to 200 shares of stock, no par value.

New York City—Victory Shipping Co., recently organized to do a warehouse and trucking business, has leased space

at 8 to 10 Bridge Street. William Proksch is president.

Ohio

Dayton—R. J. Webber, 60 West First Street, has asked bids for construction of a motor freight terminal, 60 by 71 feet, to cost \$25,000, at First Street and Stanton Avenue.

Pennsylvania

Philadelphia—Hildenbrand Bros. have opened new offices in the larger of their two buildings at Broad and Cumberland Streets.

Wilkes-Barre—Matheson Warehouse Co. announces that Truman W. Barker has resigned as manager to enter another field of activity.

Washington

Seattle—Reliable Transfer & Storage Co. has removed its offices at 2246 First Avenue South from 208 Third Avenue South.

Vancouver—Chamber of Commerce heads a project to construct a waterfront warehouse and dock, to cost about \$100,000, for public service.

Virginia Corporation

Cape Charles—Cape Charles Terminal Corporation. Warehouse and terminal. Capital, \$50,000. Principal incorporator, B. B. Halstead, 15 South Oxford Avenue, Los Angeles, Cal.

Detroit Activities

The Merchants' Transfer & Storage Co. has been organized by Paul B. Gass and Glenn I. Orr to do a household goods storage business. The firm has taken over the warehouse at 454 West Columbia Street.

Glen Hendricks, formerly in the cartage business, has organized the Hendricks Moving & Storage Co. with offices at 12814 Linwood Avenue.

The Northern Moving & Storage Co., with offices at 447 Watson Street, has been organized by Samuel Cooper.

Bernard S. O'Brien has entered the storage business with office and quarters at 10432 East Jefferson Avenue. He is operating as the Jefferson Moving & Storage Co. and as the Easttown Moving & Storage Co., the latter specializing in moving.

The Diamond Moving & Storage Co., operated by George F. Provik, has succeeded T. Grandke & Sons at 6208 Van Dyke Avenue.

The East Side Van & Storage Co. has been formed by James E. McGrath and is operating at 13714 Gratiot Avenue.

The Excello Moving & Storage Co., with offices at 7671 Fenkell Avenue, has been organized by Roydon A. Mathers.

The Gamble Movers & Storage Co., 1972 East Division Avenue, has discontinued its storage business and is doing moving only.

The Lion Storage & Moving Co., recently formed, has gone out of business.

Rodney S. Sprigg Organizes Own Firm in Hollywood



EMPHASIZING the personal element in service, Rodney S. Sprigg, formerly for six years president and general manager of the old Premier Storage Co. in Hollywood, Cal., has established his own household goods storage business under the name Rodney S. Sprigg Co. He has purchased the Hollywood Auto Transfer & Storage Co. at 1629 Cosmo Street, Hollywood, and in the new enterprise will do moving, shipping, packing and storing.

Long prominently identified nationally with the furniture storage business, Mr. Sprigg recently severed his connection with the Lyon Van & Storage Co., Inc., of which he was vice-president and Hollywood branch manager. As a mem-

ber of the National Furniture Warehousemen's Association while associated with the Premier and Lyon organizations, he served on numerous National committees.

The Sprigg plant, illustrated herewith, is a reinforced concrete building, and the vans are new and modern.

The Hollywood *Citizen-News* of Sept. 2 quoted Mr. Sprigg as follows:

"Four years ago we merged with a chain group and I soon felt the organization taking on the aspects of routine with work being done by number instead of name. In this new business I am returning to my original intention of giving personal attention and supervision to the demands of every customer."

WHERE TO BUY

The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.

Distribution and Warehousing
249 West 39th St., New York, N. Y.

ALARMS (Fire)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
Ludlow Automatic Fire Alarm Co.; 128 E. Sixth St., Cincinnati, Ohio.

BOXES (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.
Backus, Jr., & Son, A.; Dept 5, Trumbull & Fort St., Detroit, Mich.
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Piano)
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.

BODIES (Van)

American Car & Foundry Co.; 30 Church St., New York, N. Y.
Bender Body Co.; W. 62nd & Denison Ave., Cleveland, Ohio.
Burch Body Co.; Rockford, Mich.
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.
Erb & Sons Co., Wm.; Ashland & Fullerton Aves., Chicago, Ill.
Fitzgibbon & Crisp, Inc.; Trenton, N. J.
Gerstenginger Co.; Wooster, Ohio.
Gudelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 120 S. LaSalle St., Chicago, Ill.
Krauer & Sons, Inc., M. J.; 126 Van Buren St., Newark, N. J.
Maday, M.; 1756 Genesee St., Buffalo, N. Y.
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.
Niagara Body Co.; 3070 Main St., Buffalo, N. Y.
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.
Schukraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill.
Tackens Bros.; 1015 Harrison St., Flint, Mich.
Whitfield & Sons; Penn Yan, N. Y.
Wiedman Body Co., Geo.; North Tonawanda, N. Y.

PLYMETL

panels saved 1500 pounds in this 21 ft. body.



Write us for details on "lighter and stronger" bodies.

Haskelite Manufacturing Corporation
120 So. La Salle St. Chicago, Ill.

BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bldg., Cleveland Ohio. (strapping only)
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.
Gerrard Co., Inc.; 1948 S. 52nd St., Chicago, Ill.
Harvey Spring & Forging Co.; Racine, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.
Tennant Sons & Co., C.; 19 W. 44th St., New York, N. Y.
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

BRINE

Solvay Sales Corp.; 61 Broadway, New York, N. Y.

In
Fighting
Fire



Solvay Calcium Chloride reduces evaporation to a minimum, prevents freezing, prevents water becoming foul.

SOLVAY SALES CORPORATION
61 Broadway, New York

SOLVAY CALCIUM CHLORIDE
is 4 times
as effective
as plain water

Write for the
Solvay booklet
No. 8955

CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment)
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

CASTERS (Truck)

Adams Co.; Dubuque, Iowa.
 American Caster Co.; 330 Washington St., Hamilton, Ohio.
 Bassick Co.; Bridgeport, Conn.
 Bond Foundry & Mfg. Co.; Manheim, Lancaster County, Pa.
 Buffalo Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.
 Clark Co.; George P.; 4 Canal St., Windsor Locks, Conn.
 Colson Co.; Box 550, Elyria, Ohio.
 Divine Bros.; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co., 393-399 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
(See advertisement elsewhere in this issue.)
 Jarvis & Jarvis; 200 S. Main St., Palmer, Mass.
 Koenig & Co.; Edward L.; 569 W. Lake St., Chicago, Ill.
 Lansing Co.; 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.
 Market Forge Co.; Garney St., Everett, Mass.
 Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.
 New Britain Mfg. Co.; 140 Chestnut St., New Britain, Conn.
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
 Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
 Phoenix Caster Co.; S. State St., Indianapolis, Ind.
 Saginaw Stamping & Tool Co.; Saginaw, Mich.
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
 Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.

CONVEYORS

Alvey-Ferguson Co.; 75 Biscay Ave., Cincinnati, Ohio. (Gravity)
 Alvey Mfg. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
 Brown Hoisting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.
 Clark Tractor Co.; Battle Creek, Mich.
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
 Lamson Co.; Syracuse, N. Y. (Portable and gravity)
 Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, power and gravity)
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa.
 Mathews Conveyor Co.; 120 Tenth St., Ellwood City, Pa. (Gravity)
 McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)
 Ogden Iron Works Co.; 2257 Lincoln Ave., Ogden, Utah.
 Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
 Portable Machinery Co.; 17 Lafayette Ave., Clifton, N. J. (Portable)
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.
 Webster Mfg. Co.; 1856 N. Kostner Ave., Chicago, Ill. (Gravity and portable)

CORDAGE (Flat)

Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
(See advertisement elsewhere in this issue.)
 Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
(See advertisement elsewhere in this issue.)

COVERS (Paper Furniture)

Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
(See advertisement elsewhere in this issue.)

COVERS (Piano)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
(See advertisement elsewhere in this issue.)
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Self Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.
 Wilcox Co., M. L.; 210 Water St., Toledo, Ohio.

COVERS (Truck)
(Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
 Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Boyle & Co., Inc.; John; 112-114 Duane St., New York, N. Y.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Carnie-Gondie Mfg. Co.; 20th & Penn., Kansas City, Mo.
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
 Channon Co., H.; 149 N. Market St., Chicago, Ill.
 Clifton Mfg. Co.; Waco, Texas.
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
 Erick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.
Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Hoegee Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
 Jacksonville Ship Chandyery & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 Pittsburgh Waterproof Co.; 1318 Penn Ave., Pittsburgh, Pa.
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

DOORS (Cold Storage, Elevator and Fire)

Born Co., H. A.; 208 N. Wabash Ave., Chicago, Ill. (Cold stge.)
 California Fpt. Door Co.; E. 51st St., Los Angeles, Cal. (Fire)
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and fire)
 Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore. (Cold stge.)
 Harris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)
 Jamison Cold Stge. Door Co.; P. O. Box 26, Hagerstown, Md. (Cold stge.)
 Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)

New TONWATE
the swivel caster

2-Piece
Construction
Steel Forgings
Easy Swiveling

Hyatt
Roller Bearings
Sealed
Lubrication
Guaranteed
Service

without a king bolt

Longer caster life! No king bolt to loosen or break. Instead, simplified TonWate two-piece design has a unique fertile joint. Large bearings and sealed lubrication assure easy swiveling. Heat treated standard S.A.E. steel forgings throughout. Every TonWate

carries this guarantee: if any part breaks in service at any time, it will be replaced without charge.

Furnished in both swivel and stationary types, with plain or canvas cushion wheels. Write for complete details.

101 Whitesboro St.

Utica, N. Y.

Divine CANVAS CUSHION TRUCK & CASTER Wheels

CLOCKS (Time and Watchmen's)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
 Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
 Howard Clock Co., E.; 208 Euclid St., Boston, Mass.
 International Time Recording Co.; 270 Broadway, New York, N. Y.
 Silberberg Co., Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.
 Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
 Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Backus, Jr. & Sons, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich.
 Bird & Son, Inc.; Mill St., East Walpole, Mass.
 Hummel & Downing; Milwaukee, Wis.
 King Stge. Warehouse, Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
 Lewis Co., G. L.; Watertown, Wis.
 Mt. Vernon Car & Mfg. Co.; Mt. Vernon, Ill.
 Truscon Steel Co.; Cleveland, Ohio.
 Wisconsin Box Co.; P. O. Box 297, Wausau, Wis.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



VULCAN
"ALL-STEEL"
FIRE DOORS

Universally Used
 in All Modern
 Fireproof
 Warehouses

Approved by
 Underwriters

Details and Prices
 on Request.

VULCAN RAIL & CONSTRUCTION CO.
 Grand St. and Garrison Ave., Maspeth, N. Y.

DOORS (Cold Storage, Elevator and Fire) Continued

Merchants & Evans Co.; 2035 Washington Ave., Philadelphia, Pa. (Fire)
 National Refrigerator Co.; 827 Koelin Ave., St. Louis, Mo. (Cold stge.)
 North American Iron Works; 116-138 57th St., Brooklyn, N. Y. (Fire)
 Peelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill. (Fire)
 Richmond Fp. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Elev.)
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)
 Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)
 Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold stge.)
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)
 Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Blaney Ave., Oakley, Cincinnati, Ohio.
 Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)
 Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo.
 Barrett-Cravens Co.; 101 W. 37th St., Chicago, Ill.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.
 Revolver Co.; 336 Garfield Ave., Jersey City, N. J.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
 Boston Excelsior Co.; 29th St. & Eleventh Ave., New York, N. Y.
 Orange Mfg. Co.; Edland, N. C.
 Phillips Excelsior Co.; Chattanooga, Tenn.
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.

EXTERMINATORS (Rat or Mice)

Ratin Laboratory, Inc.; 116 Broad St., New York, N. Y.

Clean Warehouses—



Free from Rats and Mice— Build Prestige

A large warehouse company writes: "The results obtained during the last 4 to 5 years with the periodic treatments of RATIN and RATININ have been most satisfactory and certainly proven a real method of keeping our 16 warehouses free from these pests."

(Name furnished on request)

The RATIN LABORATORY, Inc.
 116 BROAD STREET, NEW YORK

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 900 Erie St., Elmira, N. Y.
 Bridgeport Brass Co.; East Main St., Bridgeport, Conn.
 Du-Gas Fire Extinguisher Corp.; 11 West 42nd St., New York, N. Y.
 Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.
 Safety Fire Extinguisher Co.; 209 Seventh Ave., New York, N. Y.
 Simmons Co., John; 110 Centre St., New York, N. Y.
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.
 Vogel Co., H. G.; 15 W. 37th St., New York, N. Y.

FLOOR REPAIRING MATERIAL

Euclid Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.
 Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.
 Stonhard Co.; 410 N. Broad St., Philadelphia, Pa.

FREIGHT FORWARDERS (General)

Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York, N. Y.

SPECIAL REDUCED FREIGHT RATES

With Private Through Car Loadings to and from the Far West and Pacific Coast

HOUSEHOLD GOODS and AUTOMOBILES
 An Efficient Service Based on Years of Knowledge and Experience

BEST FACILITIES FOR CARLOAD DISTRIBUTION

Domestic and
 Foreign Shippers,
 Forwarders and
 Distributors



Foreign and
 Domestic Lift Van
 Service for House-
 hold Goods

EMPIRE FREIGHT COMPANY

Incorporated

New York City, N. Y.
 117 Liberty St.

Boston, Mass.
 93 Huntington Ave.
 CHICAGO, ILL. Philadelphia, San Francisco, LOS ANGELES, CAL.
 33 W. Jackson Blvd. Oakland, Seattle, Portland 316 Commercial St.

FUMIGATING EQUIPMENT

Calcyanide Co.; 60 E. 42nd St., New York, N. Y.
 Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.
 Haskelite Mfg. Corp.; 120 S. LaSalle St., Chicago, Ill.
 (See advertisement elsewhere in this issue.)

HOISTS (Chain and Electric)

Atlas Traller & Water Mufflers, Inc.; U. S. Natl. Bank Bldg., Galveston, Texas. (Elec.)
 Boston & Lockport Block Co.; 100 Conder St., East Boston, Mass. (Chain)
 Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia. (Elec.)
 Chisholm-Moore Hoist Corp.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)
 Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa. (Chain)
 Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)
 Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa. (Chain)
 New Jersey Foundry & Mch. Co.; 9 Park Pl., New York, N. Y. (Chain)
 Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)
 Roeper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)
 Wright Mfg. Co.; York, Pa. (Chain)
 Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

INSECTICIDES

American Cynamid Co.; 535 Fifth Ave., New York, N. Y.
 Associated Textile Research Lab.; 5416 No. 5th St., Phila., Pa.
 Barrett Co.; 40 Rector St., New York, N. Y.
 Calcyanide Co.; 60 E. 42nd St., New York, N. Y.
 Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (Gas)
 Cenol Co., Dept. M; 4250-56 No. Crawford Ave., Chicago, Ill.
 Enoz Chemical Co.; 2387 Logan Blvd., Chicago, Ill.
 Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.
 Girard Co., Inc., Felix; Fourth Ave. and Franklin, Minneapolis, Minn.

One of the most valuable products of advertising is its cumulative power and a short-lived campaign dies of its own accord just when the advertising is getting a lifting grasp on its burden.

THE SURE WAY to keep moths out

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards. Other White Tar Products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

The White Tar Company of New Jersey, Inc.

A Subsidiary of The Koppers Company

Dept. W. Belleville Turnpike
Kearny, New Jersey

Telephone: Kearny 3600

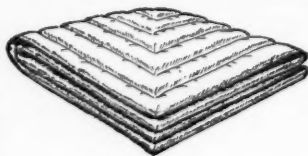


INSECTICIDES, Continued

Gottlieb Chemical Co.; 148 W. 24th St., New York, N. Y.
Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.
Guarantee Exterminating Co.; 11 W. 42nd St., New York, N. Y.
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.
Wells, E. S.; Jersey City, N. J.
West Disinfecting Co.; 42-16 Barn St., Long Island City, N. Y.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PADS (Canvas Loading)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
Chicago Quilt Mfg. Co.; 1357 Roosevelt Rd., Chicago, Ill.
Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
Ehrick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.
Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.
Fulton Bag & Cotton Mills; Box 1720, Atlanta, Ga.
Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
Louisville Bedding Co.; Louisville, Ky.
Maish Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.
Maish Co., Chas. A.; 1133 Bank St., Cincinnati, Ohio.
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.



IRON HORSE

Furniture Pads are now lower in price than at any time in SEVENTEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

ORDER NOW FOR ALL 1932

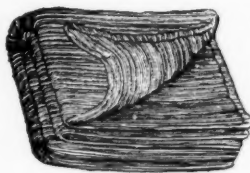
Van Linings Grand Covers Tie-Tape

CANVAS SPECIALTY CO., Inc.
200 CANAL ST. NEW YORK CITY



Reg. U. S. Pat. Off.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



Furniture Pads

Lowest prices in years

36 x 72 cut 54 x 72
72 x 72 sizes 80 x 72

Order Now for Fall 1932

We also manufacture Van Liner Pads, Piano Covers, Radio Covers—Refrigerator Covers and Tie Tapes. All kinds of special work.

EVERLAST TEXTILE MFG. CO.

19 East 21st St., New York City

Terms 2% 10 days—30 days net approved credit. F.O.B. N. Y.

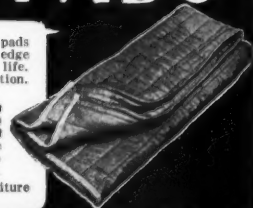
Fulco *Quilt-edge* FURNITURE PADS

New, low prices on extra-quality pads easily identified by the brilliant quilt-edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect protection. Filler positively will not lump.

36 x 62"	\$10.00
52 x 62"	13.50
80 x 62"	19.50

per dozen, F.O.B. Atlanta. 20% advance in less than 1 doz. lots. Terms 2% 10 or net 30 days, on approved credit.

Write for complete information on Furniture Pads. Tarpaulins and Burlap.



Fulton Bag & Cotton Mills

Manufacturers Since 1870

Atlanta St. Louis Dallas
Minneapolis Brooklyn New Orleans Kansas City, Kan.

The Greatest Furniture Pad Buy in History

America's Finest and Longest Wearing Pad



DREADNAUGHT FURNITURE PADS

36" x 72" cut size @ \$10.50 per doz.
54" x 72" cut size @ 14.50 per doz.
72" x 80" cut size @ 18.00 per doz.

2%/10/30 days net on approved credit f.o.b. New Haven.

WE ALSO MANUFACTURE

Van Liner Pads, Piano Covers, Canvas Tarpaulins, Scotch Dundee Burlap, Radio Covers, Electric Refrigerator Covers and all kinds of Special Covers.

America's Largest Pad Manufacturers Since 1910

NEW HAVEN QUILT & PAD CO.
NEW HAVEN, CONN.

PADS (Canvas Loading), Continued

New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Olan Mfg. Co.; 258 Hudson Ave., Rochester, N. Y.
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.
Union Carpet Lining Co.; New London, Conn.
Wagner Awning Co.; 2658 Scranton Rd., Cleveland, Ohio.
Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.
Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

PADS (Excelsior Wrapping)

Allen, Inc., Charles M.; Fulton, N. Y.
American Excelsior Corp., 1000-1020 N. Halsted St., Chicago, Ill.
Boston Excelsior Co.; 29th St. and Eleventh Ave., New York, N. Y.
Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.
Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.
Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.
Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
Orange Mfg. Co.; Eland, N. C.
Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.
Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.
Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.
Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.
Webster Bros. & Conover Mfg. Co.; Mason City, Iowa.

PAPER PACKING MATERIAL

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.
Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.
Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)

FOXWRAP**THE IDEAL WRAPPING PAPER****FOXCO****PAPER FURNITURE COVERS****TWINES****VAN PADS****Pilcher-Hamilton-Daily Company****349 West Ontario****Chicago, Ill.****GEORGE S. FOX, MANAGER, WAREHOUSE SUPPLY DEPT.****PAPER (Tar)**

White Tar Co.; Dept. W, Belleville Turnpike, Kearney, N. J.
(See advertisement elsewhere in this issue)

PARTITIONS (Steel)

Cyclone Fence Co.; Box 517, Waukegan, Ill.
Ehringer Sanitary Mfg. Co., D. A.; 180 Lucas St., Columbus, Ohio.
Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.
Smith, F. P., Wire & Iron Works; Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.

PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Trucks only)

(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill.
Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.
De Luxe Metal Furniture Co.; 205 E. 42nd St., New York, N. Y.
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.
Market Forge Co.; Garney St., Everett, Mass.
Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
Revolver Co.; 336 Garfield Ave., Jersey City, N. J.

DOUBLE PROTECTION FOR

furniture....pottery....glass....radios
beds....kitchenware....pictures....
clocks....dishes....lamps....desks....
enamelware.....etc.

Seelpad**A NEW AND BETTER
PACKING PAD**

Seelpads are something new, and something entirely better, in packing pads. There is nothing like them. Check these proved advantages:

Seelpads Are Cleaner. They are strongly sealed with tape at both ends. The Myracol paper excelsior filler stays inside—can't come out. Products packed with Seelpads stay clean.

Seelpads Give Double Protection.

1. Protection to the surface of the product, because the Myracol filler is soft. It has no hard curls or chips to puncture and scratch. Painted, varnished, highly lacquered surfaces are safe when packed with Seelpads.
2. Protection to the product against shocks. Seelpads are resilient. They provide real cushioning. And they are flexible, so that all surfaces can be wrapped—avoiding splitting. Packing is faster. Breakage is reduced.

Seelpads Are Economical. Actually, these better pads cost less. You get more protection at lower cost.

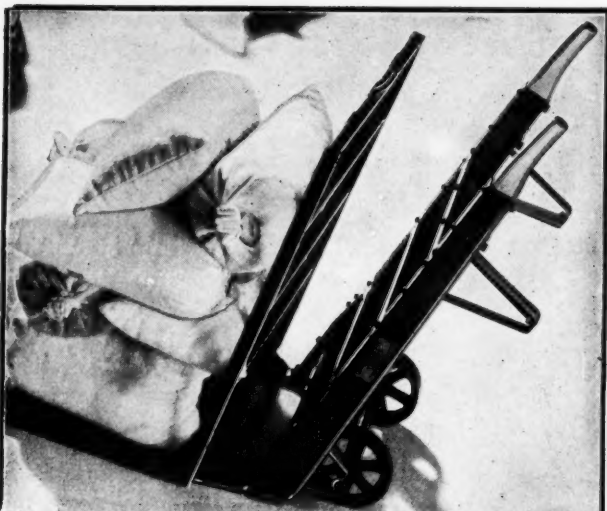
Send now for a free sample. You'll want nothing else after you see Seelpads—and learn the price.

Packing Materials Division of:

**PIONEER
PAPER STOCK
COMPANY**

424 WEST OHIO STREET, CHICAGO, ILLINOIS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



Save with AMERICAN Trucks and Truk-Paks

ASK your dealer about pressed steel American Hand Trucks and Truk-Paks—the hand truck's skid platform that is revolutionizing handling methods. A special money-back guarantee permits any trial you may care to make. Investigate.

THE AMERICAN PULLEY CO.
4200 WISSAHICKON AVENUE, PHILADELPHIA, PA.

A Hand Truck Marked "FAIRBANKS"

MEANS SERVICE!



Tell Us What You Need

The FAIRBANKS Company

Boston

New York

Pittsburgh

Factory: Rome, Ga.

Write for Complete Catalog

RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.
Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.
Stewart-Warner Speedometer Corp.; Diversy Blvd., Chicago, Ill.
U. S. Recording Instruments Corp.; 511 W. 54th St., New York, N. Y.
Veeder Mfg. Co.; 84 Sargent St., Hartford, Conn.

SAWS (Portable Machine)

C. H. & E. Mfg. Co.; N. E. Cor. Clinton & Mineral Sts., Milwaukee, Wis.
Challenge Co.; 198 River St., Batavia, Ill.
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Kennedy, Ralph M.; 111 N. Seventh St., Philadelphia, Pa.
Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.
Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.
New Holland Machine Co.; New Holland, Pa.
Onan & Sons, D. W.; 43 Royalton Ave., Minneapolis, Minn.
Skilsaw, Inc.; 3310 Elston Ave., Chicago, Ill.
Speedway Mfg. Co.; 1834 S. 52nd Ave., Cicero, Ill.
Taylor Iron Works & Supply Co.; P. O. Box 218, Macon, Ga.
Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

SCALES

Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.
Dayton Scale Co.; Dayton, Ohio.
Exact Weight Scale Co.; 944 W. Fifth Ave., Columbus, Ohio.
Fairbanks & Co., E. T.; St. Johnsbury, Vt.
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Gaston Scale Co.; Beloit, Wis.
Howe Scale Co.; Rutland, Vt.
International Co.; 270 Broadway, New York, N. Y.
Kron Co.; 1720 Fairfield Ave., Bridgeport, Conn.
Merrick Scale Mfg. Co.; 180-188 Autumn St., Passaic, N. J.
Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.
Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky.
Toledo Scale Co.; Toledo, Ohio.

STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.
Diagraph Stencil Mche. Corp.; 2913 Clark Ave., St. Louis, Mo.
Ideal Stencil Mche. Co.; 22 Ideal Block, Belleville, Ill.
Marsh Stencil Mche. Co.; 35 March Bldg., Belleville, Ill.

TRAILERS (Motor Truck)

Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
General Motors Truck Co.; Pontiac, Mich.
(See advertisement elsewhere in this issue.)
Gramm Motors, Inc.; Delphos, Ohio.
Highway Trailer Co.; Edgerton, Wis.
Reo Motor Car Co.; Lansing, Mich.
Stoughton Co.; Stoughton, Wis.
Trailer Co. of America; Cincinnati, Ohio.
Truck Equipment Co.; 1791 Fillmore Ave., Buffalo, N. Y.
Utility Trailer Mfg. Co.; Los Angeles, Cal.

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All steel stevedore)
Anderson Box & Basket Co.; Drawer No. 10, Audubon District, Henderson, Ky. (Platform)
Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill. (Lift, stevedore and platform)
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
Clark Co.; Geo. F.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore)
Colson Co.; Box 550, Elyria Ohio. (Platform and stevedore)
Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
Excelsior Pimptruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and stevedore)
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
(See advertisement elsewhere in this issue.)
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
Howe Scale Co.; Rutland, Vt.
Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.
Kent Machine Co.; Kent, Ohio.
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill. (Lift, platform and stevedore)
Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)
McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)
Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis. (Lift and stevedore)
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)
Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)
Revolator Co.; 336 Garfield Ave., Jersey City, N. J. (Lift)
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Self Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
(See advertisement elsewhere in this issue.)
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Platform and dolly)

New Low Prices

Before ordering a warehouse truck it will pay you to get our new low prices. Write today for complete information.
THE HAMILTON CASTER & MFG. CO., Hamilton, O.



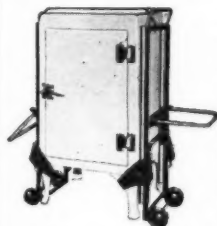
Hamilton
CASTERS TRUCKS

TRUCKS (Hand) Continued

Streich & Bro., A.: 318 Eighth St., Oakkosh, Wis.
Transmission Ball Bearing Co., Inc.: 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)
Tucker & Dorsey Mfg. Co.: Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)
Warren Mfg. Co.: 10 Exchange St., Chicopee, Mass.
Warsaw Elevator Co.: 216 Fulton St., Warsaw, N. Y. (Platform and stevedore)
West Bend equipment Co.: 200 S. Water St., West Bend, Wis.
Western Wheelbarrow Mfg. Co.: So. Fort Smith, Ark. (Platform and stevedore)
Whitehurst Mfg. Co., R. W.: Cooke & Smallwood Sts., Norfolk, Va. (Platform, stevedore and dolly)
Yale & Towne Mfg. Co.: 4530 Tacony St., Philadelphia, Pa. (Lift and platform)

TRUCKS (Refrigerator)

R & R Appliance Co., Inc.: 208 E. Crawford St., Findlay, Ohio.
Self Lifting Piano Truck Co.: Findlay, Ohio.



YOU can make far more money even at reduced prices for your service when you handle and deliver refrigerators with an Easy-Way Carrier. Write for information about this new better method and equipment for handling.

You pay nothing extra for swivel wheels on the Easy-Way. Every Easy-Way is complete in every detail.
Buy direct from manufacturer and save \$10 to \$15.

R & R APPLIANCE CO., INC.
FINDLAY, OHIO

By a process of starting and stopping advertising, the willing public never gets a chance to remember the product.



What
are
they
doing?

These two men assisted by

X-70 Refrigerator Trucks

are now doing the work of 3 men more easily and without damage to cabinet, floors, walls or wood-work.

Ball Bearing
Swivel Casters
on one end
\$3.00 extra.

Light, all steel frame; 4-inch rubber tired wheels; top casters for tilting and rolling into delivery truck. Only pads touch cabinet. Fits all cabinets with or without legs —also ideal for handling upright pianos

\$34.50

Enjoy a big saving and effect sure, easy handling of uprights, baby grands and grands with our

BUCKEYE SILL PIANO TRUCKS

Eliminate scraping or marring of floors. Center wheel construction allows balancing and turning without lifting.

Self-Lifting Piano Truck Co., Findlay, O.

Manufacturers of Trucks for 32 Years

TRUCKS (Tiering)

Atlas Car & Mfg. Co.: 1100 Ivanhoe Rd., Cleveland, Ohio.
Clark Tractor Co.: Battle Creek, Mich. (also Lifting)
Crescent Truck Co.: 105 N. Tenth St., Lebanon, Pa.
Economy Eng. Co.: 2651 W. Van Buren St., Chicago, Ill.
Elwell-Parker Elec. Co.: 4110 St. Clair Ave., Cleveland, Ohio.
Excelsior Pimptruck Co.: Woodland Ave., Stamford, Conn.
Lewis-Shepard Co.: 124 Walnut St., Watertown Sta., Boston, Mass.
Mercury Mfg. Co.: 4148 S. Halsted St., Chicago, Ill.
New Jersey Eddy & Machine Co.: 9 Park Place, New York, N. Y.
Service Caster & Truck Co.: 517 N. Albion St., Albion, Mich.
Terminal Eng. Co., Inc.: 17 Battery Pl., New York, N. Y.
Wright-Hibbard Ind. Elec. Truck Co.: Phelps, N. Y.
Yale & Towne Mfg. Co.: 4530 Tacony St., Philadelphia, Pa.

VAULTS (Fumigation)

Calcyanide Co.: 60 E. 42nd St., New York, N. Y.
Furniture Fumigation Corp.: 100 W. 101st St., New York, N. Y.
Haskellite Mfg. Corp.: 120 S. LaSalle St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills: Michigan Ave. & Kent St., Detroit, Mich.
Courtney & Son, Thomas: 310 Spring St., New York, N. Y.
Globe Superior Corp.: Lock Drawer O, Abingdon, Ill.
Hart Mfg. Co.: 16 E. Livingston St., Columbus, Ohio.
Hirsh-Weis Mfg. Co.: 205-209 Burnside St., Portland, Ore.
Industrial Garment Co.: 100-03 Liberty Ave., Ozone Park, Long Island, N. Y.
Lamb Mfg. Co.: 1301 Wabash Ave., Terre Haute, Ind.
Lee Mercantile Co., H. D.: 20th & Wyandotte Sts., Kansas City, Mo.
McDonald Mfg. Co., R. L.: Twelfth & Penn Sts., St. Joseph, Mo.
Motor Suit Mfg. Co.: 302 W. Ninth St., Kansas City, Mo.
Nunnally & McCrea Co.: 104-6 Mitchell St., S.W., Atlanta, Ga.
Oberman Mfg. Co., D. M.: P. O. Drawer 68, Jefferson City, Mo.
Riseman & Son, John: 841 Blue Island Ave., Chicago, Ill.
Scott Mfg. Co., Cyrus W.: Houston, Texas.
Standard Garment Co.: Michigan & Orange Sts., Toledo, Ohio.
Strauss & Co., Levi: 98 Battery St., San Francisco, Cal.
Sweet, Orr & Co.: 15 Union Square, New York, N. Y.
Waco Garment Mfg. Co.: P. O. Box 134, Waco, Texas.
Welch-Cook-Beale Co.: 321-29 S. Third St., Cedar Rapids, Iowa.
Zions' Co-op. Merc. Institution: P. O. Box 2300, Salt Lake City, Utah.

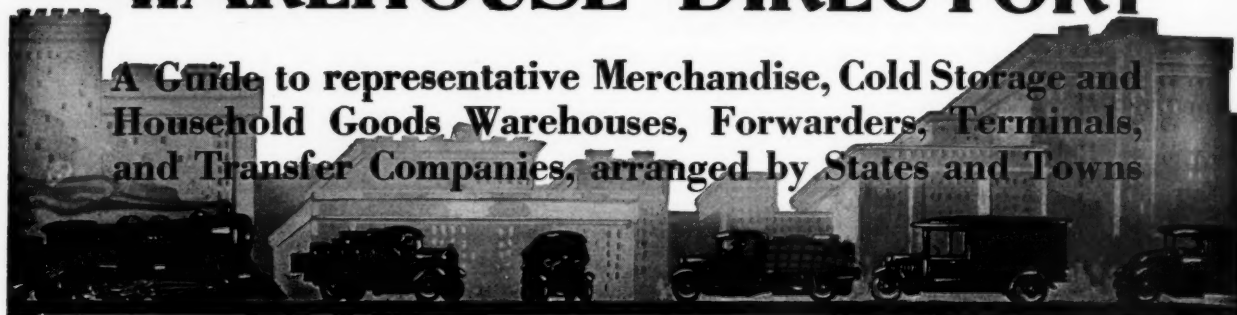
WHEELS (Industrial Truck)

Divine Bros. Company: 101 Whitesboro St., Utica, N. Y.
(See advertisement elsewhere in this issue.)
Fairbanks Co.: 393-399 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



"Andy Says"

"**CREATE Your Own Rainbow**" is the title of an editorial I recently read. It is the story of a sales manager who sent his men out into his own home territory and within a radius of fifty miles on a survey for new business. The salesmen were told not to try to sell a dollar's worth of goods during this survey, but only to ask the home owner and farmer:

"If you had the money and it were possible for you to make the purchase, what are the things you would find most necessary for your home, the barn or the farm? When prices for your products improve, what will be the first things you will buy?"

Within two weeks the survey was completed and when the results were compiled prospective business amounting to \$600,000 had been found.

This case has its analogy in the fact that there is business all over the country waiting for warehousemen, and one of these days things are going to start. Then—*watch out*.

Public warehousing is here to stay; in fact, in point of time it has only begun. Confidence in *yourself*, confidence in your *business* and confidence in the *future* are the essential requirements to make prosperity return. There is plenty of money in the country for individuals and industry, but not enough *confidence*. . . . **Remember how \$3,803,000,000 came forward to purchase the \$325,000,000 Federal Government Treasury notes at 3½% interest only a short time ago? More than twelve times oversubscribed.**

Who are the warehousemen who will get the lion's share of the business that awaits the little confidence to send it looking for a place to store and an organization to serve. . . . I am confident it will be those

who, like the sales manager, sent his salesmen out into the field first to locate it and then later to close it.

Your advertising is one of your ablest salesmen. It makes more calls at the least cost per call; and, too, it stays, until needed, where it is sent. Don't fire your best salesman, because some of these days things are going to start. Then—*watch out*.

We hope to have a story by H. A. Haring for publication in the November or December issue on the future of the public warehousing industry and the "confidence" which warehousemen should exemplify in the future by advertising their services NOW.

THE annual Warehouse Directory issue for 1933 is now under way. No other single medium for advertising offers warehousemen the opportunity to tell their story to those who will make shipments during next year, as will this important issue of *Distribution and Warehousing*.

Every warehouseman worthy of the name should consider it a duty to his business to carry representative advertising space in this edition and thus blanket those who will use it as their guide to good warehouses during the coming year.

At the beginning of a business revival it is necessary to advertise your business so that those who would do business with you may *know* you are still in business. There must be no question about that in the shipper's mind if you are to get his business. . . .

Nowhere can you make your bid for his business more forceful or effective than in this recognized guide of the warehousing industry.

"Andy"

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

October	Central New York Warehousemen's Club	To be announced
October	Cleveland Furniture Warehousemen's Association	Cleveland
October	Connecticut Warehousemen's Association	To be announced
October	Dallas Warehouse & Transfermen's Association	Dallas
Oct. 24-25	Illinois Central Warehousemen's Association of	Moline
Oct. 28-29	Missouri Warehousemen's Association	Jefferson City

Nov. 18-19	Southern Warehousemen's Association	Knoxville
December	Detroit Furniture Warehousemen's Association	Detroit
December	Grand Rapids, Transfer & Storage men's Association of Grand Rapids	Grand Rapids
December	Illinois Association of Merchandise Warehousemen	Chicago
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Prudential Sge. & Moving Co.
Star Truck & Whse. Co.
Westland Warehouses, Inc.
Wilshire Ppf. Sge. Co.
Los Angeles Harbor
City and Harbor Whse., Ltd.
Oakland
Haslett Whse. Co.
San Francisco
Bekins Van & Sge. Co.
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Cambridge
Clark & Reid Co.
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Mackenzie & Winslow, Inc.
Lynn
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Grand Rapids Sge. Co.
Kent Storage Co.
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Kalamazoo
National Storage Co.
Lansing
Fireproof Sge. Co.
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Murray Tfr. & Sge. Co., W. E.
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United Warehouse Co.
Walnut Sge.
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 Cuno Stge. Co., Inc.
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 Neal Storage Co.
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 Edwards Tfr. & Stge. Co.
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 Lancaster
 Keystone Exp. & Stge. Co.
 Lancaster Stge. Co.
 New Castle
 Keystone-Lawrence Tfr. & Stge. Co.
 Oil City
 Carman Tfr. & Stge.
 Philadelphia
 Atlas Stge. Whse. Co.
 Fenton Storage Co.
 Fidelity-20th Century Stge. Whse.
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 Merchants Whse. Co.
 Miller North Broad Stge. Co.
 Terminal Whse. Co.
 Pittsburgh
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 Harrison-Rhields Co.
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 Post, Robert F.
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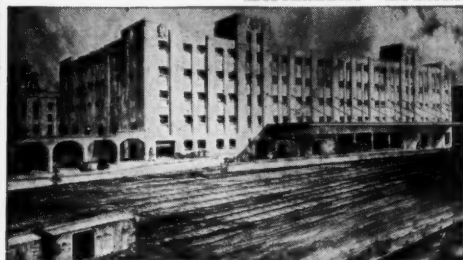
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Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

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Operating in the Logical Distribution Center of the Pacific Slope with
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Low Insurance Rates

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A Complete Ser-
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Warehousing, Distribution, Draying, Office Accommoda-
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Complete Warehousing, Distri-
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ESTABLISHED 1901

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& TRANSFER CO.**

General Transfer and Storage—Crating, Packing and Shipping.
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150,000 Sq. Ft. Space

Serves Two Million

Population

Send Pool Cars in our care for distribution. Forty-two teams and trucks insure
prompt service to customers and satisfaction to you.

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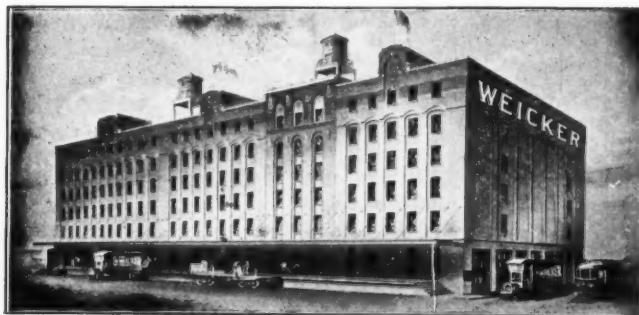
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FREE SWITCHING FROM ALL RAILROADS
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A modern storage and distribution service. Daily deliveries via rail, boat, motor truck, to all principal towns and cities within 150 miles radius. Private rooms for storage of furniture and special facilities for moving, packing crating and shipping of household effects. Also Warehouses at Hartford, Conn. and Springfield, Mass.

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Packing, Crating and Shipping of Pianos, Furniture, China
Only Fireproof Storage Warehouse in Hartford

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Effects of Every Description Properly Packed
for Storage or Shipment

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HOUSEHOLD GOODS, STORAGE, PACKING, SHIPPING
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Household Goods
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Pool Car Distribution



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Modern Fireproof Merchandise Warehouse.

Private seven-car Siding, adjacent to Steamship and

R. R. Terminals.

Pool and stop over cars distributed.

Motor Truck Service to all towns in Connecticut.

Low Insurance Rate. Prompt, Efficient Service.



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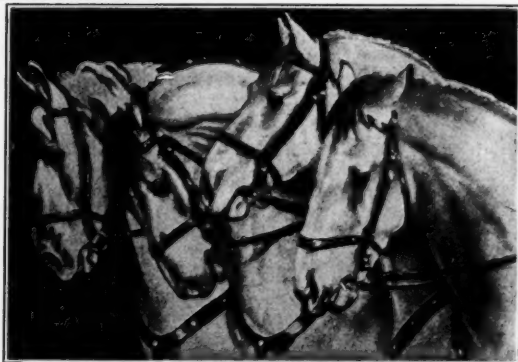
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(See Page Advertisement Directory Number)

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Concrete and steel fireproof storage warehouses, for furniture, pianos, merchandise, and automobiles. Local and long distance hauling of every description. Especially equipped for moving machinery, boilers, safes, etc. Railroad and boat connections.

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PACKING
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General Hauling

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LONG
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General Merchandise Storage

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We are prompt in all things.

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Reconsigning—Trucking Service—Trackage 52 Cars

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Insurance Rate 20 Cents

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251 South West 1st Court

Moving—Packing—Shipping—Storage

Pool Car Distribution—Private Siding

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Simmons Medicines

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and consult the Shippers' Index

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2 Fireproof Constructed Warehouses

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STORAGE
POOL CAR
DISTRIBUTION



HOUSEHOLD GOODS
STORAGE
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CATHCART CARTAGE COMPANY

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INCORPORATED

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and consult the Directory of Warehouses

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DIRECTORY OF WAREHOUSES

Distribution and Warehousing
October, 1932

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Lowest Warehouse Insurance Rate in Atlanta

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Merchandise Warehousing & Forwarding

Negotiable Warehouse Receipts Issued

Pool Car Distributors

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On U. P. R. R.

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Free Switching

Merchandise and Household

Goods Storage

Moving—Packing—Shipping

Agents Allied Van Lines

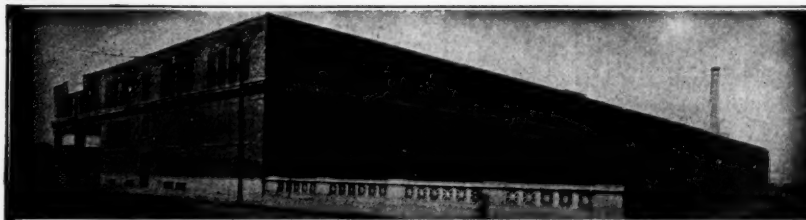
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Tunnel and Trap Car
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CROOKS TERMINAL WAREHOUSES

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NEW YORK OFFICE: TRANSPORTATION BLDG.

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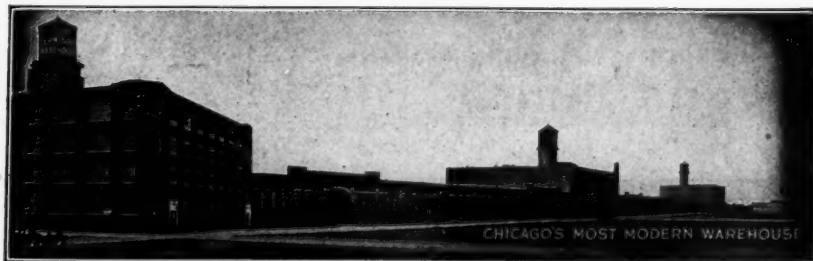
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Capacity 1200 Carloads

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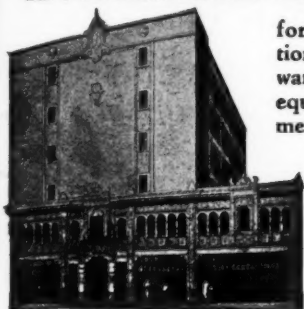
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Daily
No Cartage
No Delay!



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Centrally Located in the Heart of the
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Specializing in the Storage of Food Products of All Descriptions.

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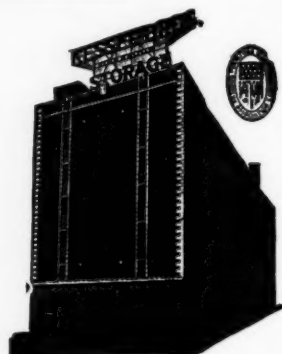
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And all suburbs of the West and Southwest

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Satisfaction
Guaranteed

Our large, modern fireproof warehouse is always at your service. We also maintain an efficient, completely equipped packing and shipping department. Long distance moving a specialty.

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Personal attention of executives to customers. Collections promptly remitted.
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LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
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*Merchandise Storage in the Heart
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—Direct railroad connections—
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FOR MERCHANDISE STORAGE
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Modern building, mill construction, sprinklered. Private sidings PRR and CM&St.P&P. All loading and unloading under cover.

Adjacent to The Loop and wholesale sections of Chicago. Motor truck, electric truck and team service.

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Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines,
North Shore Electric and Aurora and Elgin Elec., and their connections
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Cool Temperatures—Candy Stored All Year.

Ground Floor Warehouse Spaces With or Without
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FINEST RAILROAD FACILITIES

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MAIN OFFICE--225 E. ILLINOIS ST., CHICAGO

Prompt Delivery and Best of Service

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Big Down Town Warehouse

An INSTITUTION Built to Serve

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Danville is the breaking point of Eastern and Western Classification of freight
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TRANSFER—STORAGE

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BONDED : : LICENSED : : INSURED CARRIERS

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Merchandise and Furniture Storage, Long Distance Hauling.
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Best distributing point in Middle West.

Located on five Trunk Lines and Outer Belt which connects with
every road entering Chicago.

No switching charges.

Chicago freight rates apply.

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FREIGHT DISTRIBUTORS FOR MOLINE, ROCK ISLAND, EAST MOLINE AND SILVIS, ILL., DAVENPORT, IOWA, AND UPPER MISSISSIPPI VALLEY
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Peoria is the logical center of distribution for Illinois.

We will be pleased to explain our service and facilities.

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ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS
FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

EVANSVILLE, IND.



Belmont Moving & Storage, Inc.

MOVING—PACKING—SHIPPING—STORAGE

LOCAL AND LONG DISTANCE HAULING

FIREPROOF VAULTS

OFFICE AND WAREHOUSE
CORNER GOVERNOR AND ILLINOIS STREET
We protect your interests and satisfy your customer

EVANSVILLE, IND.

"On the banks of the Ohio"

MEAD JOHNSON TERMINAL CORPORATION

Combination River-Rail Truck Terminal & Warehouse

90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

EVERYTHING NEW—STRICTLY MODERN

EVANSVILLE, IND.

Wire or Write 7118.

Lex Terminal Warehouse Co.

N. W. Riverside Drive and Ingle St.

120,000 sq. ft. Floor Space Sprinklered Building. Lowest Insurance Rates. General Merchandise and Furniture Storage.

Office and Warehouse Space to Lease or Rent.

RIVER, RAIL, TRUCK FACILITIES. Operating Evansville, Central Union Truck Terminal, Inc. Store door delivery service to 300 towns in Southern Indiana, Illinois and Western Kentucky. Phones.

FORT WAYNE, IND.

FORT WAYNE [WITH MIGHT AND MAIN]
FORT WAYNE STORAGE CO. THE SAME

FIREPROOF AND NON-FIREPROOF BUILDINGS.

Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.; Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.

"Fireproof" Buildings

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
Private siding

HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

JOHNSON

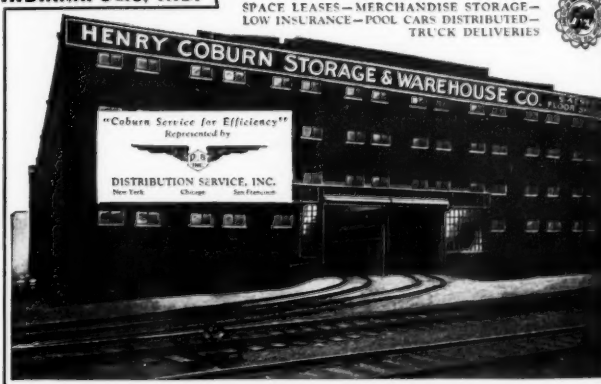
Transfer and Fireproof Warehouse

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

INDIANAPOLIS, IND.

SPACE LEASES—MERCHANDISE STORAGE—
LOW INSURANCE—POOL CARS DISTRIBUTED—
TRUCK DELIVERIES



"Coburn Service for Efficiency"

Represented by

DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco

An investment in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

INDIANAPOLIS, IND.

Mann Transfer & Storage Company
222 W. Merrill St., Indianapolis, Ind.

Prompt, careful Warehouse and Transfer Service. Pool car distribution. Our personnel possesses the special knowledge required to ship Farm Implements and Parts, and this class of business is solicited.
Free Switching *Modern Facilities*

INDIANAPOLIS, IND.

Strohm Warehouse & Cartage Company
230 W. McCarty St. Telephone Ri. 5513

General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.
CCC & St. L. R.R. Modern Truck Equipment.

INDIANAPOLIS, IND.

"Service That Satisfies"

POOL CAR DISTRIBUTION



TRIPP WAREHOUSE COMPANY
MERCHANDISE AND MACHINERY STORAGE
Centrally located in Shipping District
Private siding—C. C. & St. L. R. R.

INDIANAPOLIS, IND.

STORE DOOR DELIVERY
in Indianapolis and

600 Indiana Towns and Cities



We maintain a state-wide overnight system from the CENTRAL UNION TRUCK TERMINAL at Indianapolis. Two dozen motor lines, running to 600 Indiana cities and towns, are ready to give you rapid, safe Overnight Store Door Delivery.

ALL CARGOES INSURED

All Terminals Incorporated

Warehousing, Local Delivery and Trackage Facilities in Twelve Indiana Cities. Write for full particulars.

Warehouse Distributing Corp.

Tom Snyder, Pres.

415 So. Pennsylvania St., Indianapolis, Ind.

TERRE HAUTE, IND.

Bauermeister Terminal Company

Private R.R. Track Capacity 21 Cars connecting with all Lines.
Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles
290,000 Square Feet Storage Space

COUNCIL BLUFFS, IA.

Member of N.F.W.A.—A.W.A.

FORD BROS
Van & Storage Co.
See "Omaha, Neb."

DAVENPORT, IOWA

Including Rock Island and Moline, Ill

Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.

Reference—150 Nationally Known Firms Using Our Distributing and Warehouse Service.

Motor Truck Service.

A.W.A.—N.F.W.A.

DAVENPORT, IOWA

Member American Chain of Warehouses

Merchants Transfer & Storage Co.

118 Harrison St. Davenport, Iowa

FIREPROOF WAREHOUSE, PRIVATE SIDING

Distribution of Merchandise and H. H. Goods

Pool Cars. Motor Truck and Team Service.

Member of N. F. W. A.—A. W. A.

DES MOINES, IOWA

YOU REACH ALL OF IOWA THROUGH DES MOINES

Let us send you a map showing how easy it is to cover the State from Des Moines.

Write us for any information you may need for distribution in IOWA.

BLUE LINE STORAGE COMPANY



The Men Who Distribute

WHITALL TATUM DRUGGISTS' SUNDRIES

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

DES MOINES, IOWA

200 Package Cars Daily Out of Des Moines
Offers a quick distribution.
TRY OUR SUPERIOR SERVICE
35 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to
every detail.
Write for free shipping and service map.

Fire
Proof
Ware-
house

MERCHANTS 9th & Mulberry
TRANSFER & STORAGE CO.
DES MOINES, IOWA
Member A. W. A.

DES MOINES, IOWA

ESTABLISHED 1880
White Line Transfer & Storage Co.
(PLEASANT J. MILLS)
120 So. FIFTH AVE. DES MOINES, IOWA
Moving: Packing: Shipping, Consolidators and Forwarders
Fireproof and Non-Fireproof Storage of
AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS
MERCHANDISE (All Kinds)
Private Sidings—Free Switching to and From All Lines Entering Des Moines
(Lowest Insurance)
Member: A. W. A., N. F. W. A., Ia. W. A., Mo. W. A.

DUBUQUE, IOWA



On the Mississippi where
the rates break. The logi-
cal point to distribute from.
For South Western Wiscon-
sin, North Western Illinois
and North Eastern Iowa.

Federal Barge Line service. Four
Trunk Line Railroads. Best pos-
sible truck service to all territory.
Low insurance rates.

We solicit general merchandise.
Consign your pool cars to us.

**DUBUQUE STORAGE &
TRANSFER CO.**
280-284 Iowa Street
Located on our own side track.

MASON CITY, IOWA

Consign Your Mdse. and H. H. Goods Shipments
to the
CADWELL TRANSFER & STORAGE CO.
303—5th Street, S.W.
Experience—Facilities—Ability
Ship via
C. M. S. & P. & P.—C. R. I. & P.—C. G. W.—M. & St. L.—C. & N. W.
Pool Car Distribution
Warehousing and Transportation Service

MASON CITY, IOWA

Hub of Northern Iowa
and Southern Minnesota Territory
MASON CITY WAREHOUSE CORP.
Fireproof Storage of All Kinds
MASON CITY, IOWA
Served by: C&NW, CRI&P, CGW, CMS&P&P & M&StL RAILWAYS

The Men Who Distribute
Pet Evaporated Milk
Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

OTTUMWA, IOWA

DAGGETT-HAW COMPANY
220-222 South College St.
Warehousing and Distribution of Pool Cars.
Private Switch Tracks. Connections with C. R. I. & P.—C. B. & Q.—
Wabash and C. M. St. P. & P. Railroads.
A Fleet of ten Motor Trucks.
Can take care of your every requirement on Merchandise and House-
hold Goods.
Members: A. V. L.—N. F. W. A.—Ia. W. A.

WATERLOO, IOWA

IOWA WAREHOUSE CO.
Fireproof Warehouse Motor Truck Service
Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

EMPORIA, KANSAS

L. R. BAILEY TRANSFER & STORAGE CO.
14-16-18 West 5th Ave.
Household Goods Storage, Packing, Shipping.
Merchandise Storage.
An Ideal Distribution Point for Kansas.
Member N. F. W. A.—K. W. & T. A.

GARDEN CITY, KANS.

Sales Building Distribution
BY
Overnite Delivery to Points Between Wichita and Denver
Merchandise Storage—Carload Distribution
Route Cars Via Santa Fe R. R. Co.
THE UNDERWOOD TRANSPORT CORP.

HUTCHINSON, KANSAS

N. F. W. A.—A. W. A.
CODY
Transfer & Storage Co.
Fireproof Warehouse—Merchandise and Household Goods
Private siding—Free switching—Pool car distribution

KANSAS CITY, KANSAS

Inter-State Transfer and Storage Company
FIREPROOF WAREHOUSE
Packing, Moving, Storing and Shipping
738-740 Armstrong
L. J. CANFIELD, Proprietor Telephone Drexel 3420

TOPEKA, KANSAS

N. F. W. A. A. W. A.
O. H. White, Pres. E. F. Dean, Sec. W. F. Atell, Treas.
**THE TOPEKA
Transfer &
Storage Co.,
Inc.**
Established 1880
**Three Houses for
Merchandise and
Household Goods**



Private switch connections with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. **POOL CAR DISTRIBUTION**, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

WICHITA, KANSAS

*A Modern Distribution and
Warehousing Service*

Brokers Office & Warehouse Co.
Murray E. Cuykendall, Gen. Mgr.

WHAT IT MEANS TO YOU

Not something for nothing, but doing what you want
done intelligently, economically and promptly.

AT YOUR SERVICE

WICHITA, KANSAS

J. C. CASSELL, Pres. A. E. LAIRD, Gen. Mgr.

CASSELL TRANSFER & STORAGE COMPANY
WICHITA, KANSAS

Fireproof Storage and Sprinkler System
123-124-125 North Rock Island Ave.

In the Heart of the Wholesale District
Established in 1921

We offer every service known to modern warehousing
and distribution.

Our rates are reasonable. Will quote by request.
All inquiries cheerfully answered, and references
furnished.

Member: K. W. & T.—Wich. T. & A.

WICHITA, KANSAS

The Central Warehouse and Storage Corporation
135-141 North Santa Fe Street, Wichita, Kansas
Established 1914 Merchandise Storage Only

We have over 50,000 square feet storage space. Storage and distribution rates
quoted on application. Reinforced steel and concrete, fire-proof building. Very low
insurance rates. One hour watchman service. Located on the Wichita Terminal
Associations and Atchison, Santa Fe railroad track. Chicago Rock Island, St.
Louis, San Francisco, Missouri Pacific Railroads. Own private track with facility
to handle six cars. Local distribution by our own trucks. We specialize in pool
our service.

"Courtesy and Service"

WICHITA, KANSAS

**MID-CONTINENT
WAREHOUSE COMPANY**
BONDED

East William St., Commerce to Santa Fe
**MERCHANDISE STORAGE
DISTRIBUTION**

A SUPERIOR SERVICE REASONABLY
AND INTELLIGENTLY RENDERED

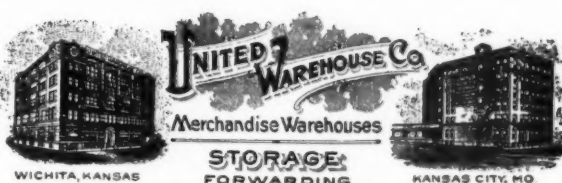
CHAS. KNORR, Manager Telephone 3-5289

Forty years' experience in handling merchandise

The Men Who Distribute
American Crayons

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

WICHITA, KANSAS



**UNITED
WAREHOUSE Co.**

Merchandise Warehouses

**STORAGE
FORWARDING
AND
DISTRIBUTING**

CAPITAL \$100,000.00

Write for our booklet

"DISTRIBUTION FACTS FOR TWO BIG MARKETS"

WICHITA, KANS.
815 East 2nd St.

KANSAS CITY, MO.
2114 Central St.

Member of A. W. A.

LEXINGTON, KY.

**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.**
**THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY

**MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE**

Member American Chain of Warehouses

LOUISVILLE, KY.

EMANUEL LEVI, Pres.

W. L. STODGHILL, Gen. Mgr.

FIREPROOF STORAGE COMPANY, Inc.

308 W. LIBERTY ST.

**MODERN FIREPROOF H. H. GOODS DEPOSITORY
MOVE—PACK—SHIP**

Member S. W. A.

LOUISVILLE, KY.

Louisville Public Warehouse Company
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mdae. — H. H. Goods

LOUISVILLE, KY.

J. M. Walker, Pres.

A. A. Betts, Sec'y.

OK

**STORAGE &
TRANSFER Co.**

Member
N. F. W. A.

Fireproof Warehouse

1104 East Broadway

LOUISVILLE, KY.

**SAFETY TRANSFER AND
STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods

Member N. F. W. A.

ALEXANDRIA, LA.

Alexandria, in the Heart of Louisiana

The meeting point of six railroads, giving quick service to every section of the State.

We operate the only Brick and Concrete Bonded Warehouse in the City. Private Spur Connection with all lines. Truck and Team Transportation, Long Distance Hauling. Prompt attention given inquiries.

CARNAHAN'S TRANSFER & STORAGE
SECOND and XAVIER STREETS
Members of A. W. A. and N. F. W. A.

MONROE, LA.

Faulk-Collier Bonded Warehouses, Inc.

Operating

Bonded Brick Warehouses for Merchandise and Household Goods Storage. Trucks for All Classes Drayage. Private Sidings Missouri Pacific Ry. Switching Limits All Rail Lines and River Connections. Our Traffic Department Will Help Solve Your Distribution Problems.

NEW ORLEANS, LA.

**Importers' Bonded Warehouse
and
Bienville Warehouses Corporation, Inc.**

R. W. DIETRICH, President

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory.

200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government. Office, 340 Bienville St.

Member A. C. W.—A. W. A.

NEW ORLEANS, LA.

NEW ORLEANS

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

**MODERN STORAGE WAREHOUSES
MERCHANDISE DISTRIBUTORS**

Commercial Terminal Warehouse Co., Inc.

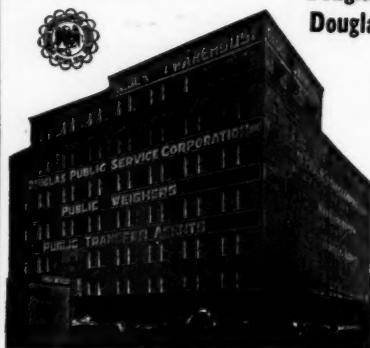
N. Peters Conti Clay and St. Louis Sts.

Office: 402 N. Peters

Represented by National Warehousing, Inc.
New York, Chicago, San Francisco

NEW ORLEANS, LA.

**Douglas Shipline Storage &
Douglas Public Service Corps.**



New Orleans, La.
Sprinklered storage—
1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity
—60 cars.

Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 55 trucks.
Insurance Rates 12c. to 22c.

Represented by
Distribution
Service, Inc.
New York Chicago
San Francisco

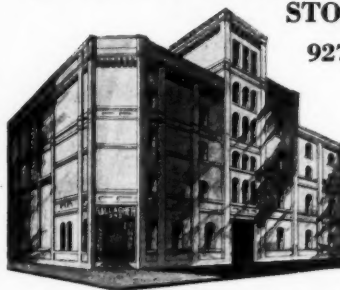
NEW ORLEANS, LA.

**GALLAGHER TRANSFER AND
STORAGE CO., INC.**

927-945 Magazine St.

Modern

Fireproof Warehouse



Members—N.F.W.A. and A.W.A.

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

NEW ORLEANS, LA.

**NEW ORLEANS, LA.
2nd PORT, U. S. A.**

All cement warehouses, low insurance, low handling costs. Located on Mississippi River—Shipside connection.

Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

BANGOR, MAINE

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Connection—Private Siding

Member

American Chain of Warehouses

American Warehousemen's Association

National Furniture Warehousemen's Association



PORTLAND, MAINE

Galt Block Warehouse Company

Portland, Maine

Storage, General Merchandise, Household Goods and Automobiles

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

BALTIMORE, MD.

For Details See Directory Issues
Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITERS, President

Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

BALTIMORE, MD.

Established 1905

THOS. H. VICKERY, Pres.

**BALTIMORE
STORAGE CO.**

Charles and
26th Sts.

Fireproof
Warehouse

Every facility for the handling of your shipments

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.
Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Est. 1904

CENTRAL WAREHOUSE CO., INC.

Rail Connections — Motor Trucks — Pool Car Service
Merchandise Storage and Distribution
Complete Branch Warehouse Service — Low Insurance
Located in Heart of Wholesale and Jobbing District
4 Blocks from Actual Center of City
515-525 W. Baltimore St. — 502-508 W. Redwood St.

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Established 1896
Branch Offices: N. Y., Wash., Phila., Norfolk

**THE DAVIDSON
TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 36 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily
Consign all shipments to Camden Station, via B. & O.—Calvert Station, P. R. R.
—President St. Station, P. R. R.—Ellen Station, W. M.
Member of Maryland Furniture Warehousemen's Ass'n

BALTIMORE, MD.

FIDELITY

STORAGE CO.

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served
All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association

National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE VICE-PRES.

BALTIMORE, MD.



Fireproof Storage Warehouses

General Offices: 524-530 West Lafayette Ave.

Two warehouses located conveniently to West, Northwest and North Baltimore. Storage of H. H. G., Office Furniture, Silverware, Rugs and Rug Cleaning.

General Merchandise Distribution — Store-door Delivery.
Pool Cars, Local Moving—Packing—Shipping.

Long Distance Moving—30 Mack Vans

Member of:

Maryland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association



BALTIMORE, MD.

Merchandise—Storage

McCormick Warehouse Co., Inc.

McCormick Bldg.

Rail Connections

BALTIMORE, MD.

Established 1870

**MONUMENTAL STORAGE
& CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE, MD.
ABSOLUTELY FIREPROOF WAREHOUSE
FURNITURE STORAGE—PACKING—MOVING
CARPET CLEANING
Member B. F. W. A.

BALTIMORE, MD.

Security Storage Company

Incorporated

C. J. HAMILTON, President

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of

Maryland Furniture Warehousemen's Association

National Furniture Warehousemen's Association

Canadian Storage & Transfermen's Association

BALTIMORE, MD.

Distribute your merchandise to your patrons
through Baltimore, Md., in car lots via Penn-
sylvania Railroad.

1. Because of the differential freight rate of 3c per 100
pounds in favor of Baltimore to and from the West.

2. Because The Terminal Warehouse Company as ware-
housemen and distributors can effect economies for you.

3. Because The Terminal Warehouse Co. representatives
will be so intent upon rendering you service that they will,
to all intents and purposes, act as your agents.

4. Because the four warehouses of The Terminal Ware-
house Company are all located on the tracks of the Penn-
sylvania Railroad and one also has a steamship pier in
the harbor.

**The Terminal Warehouse Company
of Baltimore City**

Member of

American Warehousemen's Association, Maryland Warehousemen's Association,
Chamber of Commerce of U. S., Baltimore Assoc. of Commerce, Baltimore
Chamber of Commerce

HAGERSTOWN, MD.

HAGERSTOWN STORAGE & TRANSFER CO.

GENERAL MERCHANDISE STORAGE
HOUSEHOLD GOODS STORAGE—PACKING AND
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate
Motor Truck Service

BOSTON, MASS.

BANKERS WAREHOUSE COMPANY

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. & H. Private Siding

Pool Car Distribution

Member Mass. W. A.

One of the greatest wastes in busi-
ness today is the inability of many
advertisers to stick to adopted
programs.

BOSTON, MASS.

FOR BOSTON and VICINITY

Use This Complete Service

Every modern facility for handling shipments of household goods to Boston, including special equipment for lift vans and containers.

T. G. BUCKLEY Co.

690 Dudley St.

Boston

Members—N. F. W. A.,—A. W. A.,—Mass. W. A.

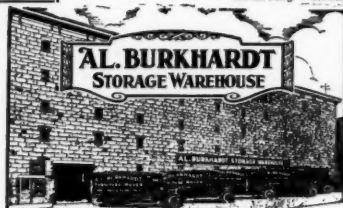
A. V. L.,—Can. W. A.

Operating Dorchester Fireproof Storage Warehouse

BOSTON, MASS.

"Courtesy - Reliability - Service"

PACKERS
—
MOVERS
—
SHIPPERS
—
STORAGE



OFFICE
—
HOUSEHOLD
—
COMMERCIAL
—
GOODS

MOVING — PACKING — CRATING

VERY LATEST EQUIPMENT - EXPERT, CAREFUL WORKMEN

We Operate Our Own Modern Storage

AL. BURKHARDT

Office: JAMACIA PLAIN
236 LAMARTINE ST.STORAGE WAREHOUSE
620 PARKER ST., ROXBURY

BOSTON, MASS.

CONGRESS STORES, Inc.

PERSONAL
SERVICEGENERAL
MERCHANDISE STORAGECENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

38 STILLINGS ST.

BOSTON

BOSTON, MASS.

FRANCIS FITZ CO.

Established 1872

25-34 Pittsburgh St.

General Merchandise Storage

POOL CAR DISTRIBUTION

With our own trucking equipment covering all points
in Metropolitan district

*Low Insurance Rate

Six car siding N.Y., N.H. & H.R.R.

*Member Mass. Warehousemen's Assoc.

BOSTON, MASS.

PACKING

MOVING



STORING

SHIPPING

Telephone HANCOCK 8000 connecting all departments



PACKING—We pack China, Brisa-a-Brae, Silverware, Books, Wedding Gifts and Household Goods.

MOVING—Specialize in Local, Suburban and Long Distance Moving.

STORING—Place at your disposal the most Modern Warehouse for the Storage of Household Goods, Pianos, etc.

SHIPPING—Household Furniture and Office Equipment shipped to all parts of the World.

Packing Dept. and Warehouse

3175 WASHINGTON STREET, Boston, Mass.

Main Office: 46 BROMFIELD STREET, Boston, Mass.

Member—N. F. W. A.

Member—Massachusetts Warehousemen's Assoc.

BOSTON, MASS.

FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments — Auto Truck Service

William F. Heavey, President and General Manager

BOSTON, MASS.

Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

WOOL STORAGE

Free-Bonded

MANUFACTURERS'
WAREHOUSE COMPANY

Warehouse Receipts

Negotiable—Non-Negotiable

Fireproof Construction

In the Wool District—Excellent Facilities

Siding on
N. Y., N. H. & H. R. R.582 E Street
Boston, Mass.

BOSTON, MASS.

Quincy Market Cold Storage and Warehouse Co.

CAPITAL \$5,250,000.00

ESTABLISHED 1881

FREE—STORAGE—BONDED

Warehouses Connected with All Railroads Entering Boston

CHARLES RIVER STORES
ALBANY TERMINAL STORES
SUMMER STREET STORES

Daily Trucking Service Within Nine Mile Radius
Warehouse Receipts Accepted by All Banks
Special Attention to Distribution

Main Office, 178 Atlantic Ave., Boston

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St. Boston (29) Mass.

STORAGE

B. & M. R.R.
Mystic Wharf,
Boston

N. Y., N. H. & H. R.R.
E. Street Stores
South Boston

FALL RIVER, MASS.

Mackenzie & Winslow,
Inc.

NEW BEDFORD, MASS.
WATUPPA, MASS.

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

CAMBRIDGE, MASS.

SERVICE THAT SATISFIES



CLARK & REID COMPANY, Inc., 320 GREEN ST., CAMBRIDGE, MASS.
PACKING STORING SHIPPING OF HOUSEHOLD GOODS
WE ALSO HANDLE SHIPMENTS FOR BOSTON

LYNN, MASS.

Lynn Storage Warehouse Company



Fireproof buildings with Private sidings affording the utmost protection and service for General merchandise and household goods. Pool Car Distributors.

154-160 Pleasant Street
Member N.F.W.A.

PITTSFIELD, MASS.

Mills Storage and Warehouse Co.
PUBLIC BONDED WAREHOUSES

Household Goods, Pianos, Trunks and Merchandise

Steam Heat Separate Rooms Elevator Service
Insurance and Transportation Supplied
Household Goods Packed and Shipped to all Points
Tel. Connection, Mills Buildings, 328 North St., Pittsfield, Mass.

FALL RIVER, MASS.

BOSTON, MASS.
NEW BEDFORD, MASS.
PROVIDENCE, R. I.
NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.
Gen. Merchandise Storage
and Pool Car Distribution
Local and Long Distance Trucking.

The Men Who Distribute

Cream of Wheat

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

SPRINGFIELD, MASS.

**Atlantic States Warehouse
and Cold Storage
Corporation****385 LIBERTY ST.**General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrons FruitsB. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.Member

A. W. A.	Daily Trucking Service to suburbs and towns within a radius of fifty miles.
M. W. A.	

SPRINGFIELD, MASS.

**Connecticut Valley Storage
Warehouse Company****79 Page Blvd., Springfield, Mass.**General Merchandise Storage
"We specialize in service."Our service includes everything that a manufacturer,
distributor, broker or agent desires for himself or his
customers.B. & A. R. R. Siding—New Haven and B. & M.
Connections

Reference—Any Springfield Bank.

SPRINGFIELD, MASS.

E. G. Mooney, Pres. J. W. Connelly, Vice-Pres.
R. O. Reardon, Mgr.**Hartford Despatch and Warehouse Company**
88 Birnie Ave., Springfield, Mass.A modern storage and distribution service. Daily deliveries via rail, boat, motor
truck, to all principal towns and cities within 150 mile radius. Private rooms for
storage of furniture and special facilities for moving, packing, crating and ship-
ping of household effects. Also warehouses at Bridgeport and Hartford, Conn.
Member of A. W. A., N. F. W. A., A. C. W., Springfield Chamber of Commerce.
Hauling Member of the Allied Van Lines, Inc.

SPRINGFIELD, MASS.

**BILL KNEELAND'S MOTOR EXPRESS
STORAGE WAREHOUSE
FREIGHT FORWARDERS**

Household Goods and General Merchandise

Principal Office: 325 Memorial Ave.

Boston Office: 39 Pearl St. N. Y. Office: 325 Hudson St.
POOL CAR DISTRIBUTION

SPRINGFIELD, MASS.

**J. J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing, Shipping

Pool Car Distribution of All Kinds

Fleet of Motor Trucks

Hauling Agent: Allied Van Lines, Inc.

WORCESTER, MASS.

BOWLER STORAGE AND SALES COMPANYhandle, store and deliver, carload, less than carload or pool
car shipments of general merchandise for manufacturers,
agents and brokers. Daily motor trucking service to cities
and towns within fifty mile radius.**WORCESTER, MASSACHUSETTS**

Logical Point of Distribution for Central New England

WORCESTER, MASS.

**NORTHEASTERN
STORAGE & DISTRIBUTING CO.**Storage and Distributics
of General Merchandise

Pool Car Distribution

Railroad Facilities

CADILLAC, MICH.

Best service in Northern Michigan

Private siding, Free switching service.

Moving—Packing—Storage

CADILLAC STORAGE & TRANSFER CO.
607 Wood Street Cadillac, Mich.

DETROIT, MICH.

GENERAL CARTAGE
Transfer of Baggage
Motor TruckingMOVING
Local and Long Distance
Storage and PackingWarehouse: 213 Griswold Street
Canadian License**Baier Transfer & Storage Co.**Daily Truck Service Between Detroit and Toledo
Forwarders of Household Goods and Autos to Florida
and Western CoastDaily Motor Freight Service Between Detroit, Wyandotte, Monroe, Toledo and
Cleveland, South Royal Oak, Birmingham, Pontiac, Flint, Saginaw
and Bay City North.Main Office: 142 Griswold Street, Detroit, Mich.
Randolph 9710

MEMBERS: Natl. Warehousemen's Assn. Mich. Furn. Warehousemen's Assn.

DETROIT, MICH.

**We Have Doubled Our Facilities
and Doubled Our Service . . .**Two great storage and distributing systems
have been merged to increase their useful-
ness in the warehouse field.**Central Detroit Warehouse**Located in the heart of the wholesale and jobbing
district, within a half-mile of all freight terminals.
Modern buildings, lowest insurance rate in city.**Michigan Terminal Warehouses**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,
serving the west side of Detroit and the City of
Dearborn. Specializing in heavy and light package
merchandise and liquid commodities in bulk. Con-
nected directly with every railroad entering the city.**CENTRAL DETROIT WAREHOUSE CO.**

Fort and Tenth Streets, Detroit, Mich.

DETROIT, MICH.

Detroit Harbor Terminals, Inc.

SUCCESSORS TO
DETROIT RAILWAY & HARBOR TERMINALS CO.

West Jefferson at Foot of Clark St., Detroit



Operating one of the finest warehousing properties in the world. Reinforced concrete construction, sprinklered throughout. Railroad trackage inside the building for 22 cars. Our own locomotive eliminates switching delays.

Ship cargo in and out is handled over our docks with modern material handling equipment.

Truck docks are under cover and there is no traffic congestion.

Deliveries to all parts of the city promptly effected.

Distribution of pool cars and re-shipping given careful attention.

GENERAL MERCHANDISE STORAGE—SPACE RENTALS—COLD STORAGE

"The House of Personal Service"

DETROIT, MICH.

CADILLAC STORAGE CO.

11745 Twelfth Street, Corner Tuxedo

FIREPROOF HOUSEHOLD GOODS STORAGE, COLLECTIONS
PROMPTLY REMITTED ON ALL SHIPMENTS SENT IN OUR
CARE

Member M. F. W. A.

DETROIT, MICH.

FEDERAL WAREHOUSE COMPANY

Personal Service that is different

Pool car distribution by our own trucks

Lafayette 1157-1135

Try us and be convinced

DETROIT, MICH.

JEFFERSON TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.



**GRAND TRUNK RAILWAY TERMINAL
& COLD STORAGE COMPANY** DETROIT, MICH.

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

DETROIT, MICH.

JOHN F. IVORY STORAGE CO., Inc.

Moving Engineers

Main Office and Warehouse
6554 Hamilton Ave.

Moving

Packing

Shipping

Storage

Phone: Madison 3960

DETROIT, MICH.

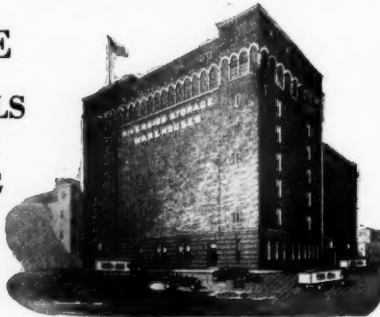
James D. Dunn, President and Treasurer

STORAGE

REMOVALS

PACKING

SHIPPING



"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects. Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS AND CONGRESS STS.

DETROIT, MICH.

Member of American Warehousemen's Association, National Furniture Warehousemen's Association.

DETROIT, MICH.

SERVICE WAREHOUSE, INC.

1965 Porter St.

Detroit, Mich.

We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager.

DETROIT, MICH.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE and MOVING

PACKING and SHIPPING

Members N. F. W. A.

The Men Who Distribute

McDougall Kitchen Cabinets

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK - G. T. TRACKAGE

GRAND RAPIDS, MICH.

MOVING-STORAGE-FUMIGATING-PACKING-SHIPPING

GRAND RAPIDS STORAGE CO.

Michigan's Leading Fireproof Storage Building
Lake Drive and Robinson Road, Grand Rapids, Mich.

Members—Allied Van Lines, Inc., National Furniture Warehousemen's Association

GRAND RAPIDS, MICH.

KENT STORAGE COMPANY

General Merchandise

Cold Storage

Storage—Reforwarding—

Distributing

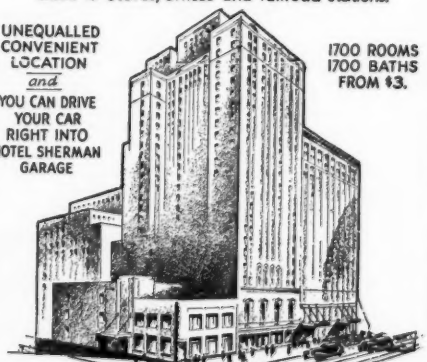
Members—American Chain of Warehouses
American Warehousemen's Assn.
Front Ave. and Pennsylvania Tracks

Coming to Chicago?

Chicago's most interesting hotel offers you unequalled luxury at low rates. In the heart of Chicago's Rialto with its brilliant night life—close to stores, offices and railroad stations.

UNEQUALLED
CONVENIENT
LOCATION
and
YOU CAN DRIVE
YOUR CAR
RIGHT INTO
HOTEL SHERMAN
GARAGE

1700 ROOMS
1700 BATHS
FROM \$3.



HOTEL SHERMAN

HOME OF THE COLLEGE INN
CHICAGO'S BRIGHTEST SPOT

GRAND RAPIDS, MICH.

Approximately 75% of All Commercial Storage in Grand Rapids



**HANDLED THRU
"COLUMBIAN"**

Express Service at Freight Rates
within a radius of 60 Miles. We
deliver the goods.

The Largest Commercial Warehouse in Western Michigan

POOL CAR DISTRIBUTION — PRIVATE R. R. SIDING — MICHIGAN CENTRAL R. R.

FREE SWITCHING

Located within 4 blocks of all Grand Rapids' Principal Freight Depots

COLUMBIAN STORAGE & TRANSFER CO.

GRAND RAPIDS

MICHIGAN

GRAND RAPIDS, MICH.

Merchants Storage & Transfer Co. Inc.

Warehousing and Distribution

**THE MOST MODERN AND UP-TO-DATE WAREHOUSE IN
GRAND RAPIDS**

60,000 sq. ft. Floor Space.

LOW INSURANCE RATES

Three blocks from all large hotels.

IN THE HEART OF THE WHOLESALE DISTRICT

Modern Private Offices for Rent
Storage in connection

Pere Marquette
Railroad Siding

Grandville Ave. at Weston St.
Grand Rapids, Michigan

KALAMAZOO, MICH.

**THE LARGEST MERCHANDISE WAREHOUSE
IN SOUTHWESTERN MICHIGAN**

Private Siding. Free Switching Service.
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse

301-311 EAST WATER ST.

KALAMAZOO, MICH.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

H. H. HARDY, Manager

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER

FIREPROOF WAREHOUSE—PRIVATE SIDING

Merchandise Storage—Pool Car Distribution

Member of A. W. A.

GRAND RAPIDS, MICH.

RICHARDS WAREHOUSES

Grand Rapids

Muskegon

4,000,000 cubic feet

General Merchandise, Household Goods
Moved, Packed and Shipped

Pool car distribution at freight rates to
Western Michigan

Pennsylvania R.R. Trackage

RICHARDS STORAGE CORPORATION

Member NFWA—AWA—Mich. FWA and Allied Van Lines

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)



MUSKEGON, MICH.

RICHARDS WAREHOUSES

NFWA—AWA—MFWA—Allied Van Lines

Most central Lake port in Western Michigan.

Pere Marquette Trackage.

General Merchandise—Household Goods Moved—Packed—Shipped
Richards Storage Corporation, 410-420 Morris Street

PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich.F. W. A.
GAUKLER FIREPROOF STORAGE CO.
 Moving, storing, packing and shipping of household goods
 9-11 ORCHARD LAKE AVE.
 Operated in conjunction with
PONTIAC CARTAGE COMPANY
 359 S. JESSIE ST. AT G. T. R. R.
 Merchandise distribution and warehousing
 Fireproof warehouse—Office space—Private siding

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.
 GENERAL WAREHOUSEMEN AND FORWARDERS
 MERCHANDISE DISTRIBUTION
 SPRINKLER SYSTEM
 Private Sidings M. C. R. R.
 SAGINAW, MICH. Office
 N. Michigan Ave.

DULUTH, MINN.

Established 1892
 Thirty-Two Years of Experience
DULUTH VAN & STORAGE CO.
 18 Fourth Avenue, West
 Modern Storage Facilities for
 Household Goods & Merchandise
POOL CAR DISTRIBUTORS
 Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

SECURITY STORAGE & VAN CO.
 106 LAKE AVE. SOUTH
 NEW MODERN WAREHOUSE FOR
 HOUSEHOLD GOODS AND MERCHANDISE
POOL CAR DISTRIBUTION
 FREE SWITCHING

MINNEAPOLIS, MINN.

Established 1882

TRANSFER & STORAGE CO.
 734-758 Fourth Street North
 Distributing and Warehousing Merchandise
 and Household Goods
 Conveniently located in business district.
 Trackage on C. B. & Q. and G. N. Rys.
 Motor Truck and Team Service
 Local and Long Distance Hauling

MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

617 Washington Ave. No.



Complete Storage
 and Distribution Service



Houses in St. Paul and Grand Forks

MINNEAPOLIS, MINN.

In Minneapolis—
Minneapolis Terminal Warehouse Company
 provides complete storage and distribution services for the Northwest
 market for many of the largest national distributors.
 In St. Paul—
St. Paul Terminal Warehouse Company
 offers identical services and facilities under the same management.
 We invite your inquiries.

MINNEAPOLIS, MINN.

The Northwestern
TERMINAL
 PUBLIC BONDED WAREHOUSE
 WITH COMPLETE FACILITIES
 OPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.
 Members, Minn. W.A.—A.W.A.



MINNEAPOLIS, MINN.

Established 1895
WIDHOLM TRANSFER & STORAGE CO.
 115 First St. No.
 Storage of Merchandise and Household Goods.
 Sprinkler System. Pool Car Distributors. Heavy Hauling.
 Warehouse No. 2 on C. N. W. Tracks.

ROCHESTER, MINN.

Carey Transfer & Storage

903 6th St., N. W.

SB. Warehouse: (MDSE & HHG). City and interurban
 delivery of Merchandise. Movers, packers, shippers and
 manufacturers' distributors. Motor van service. Assoc.
 AWA MinnWA.

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER CO.

HIGH GRADE STORAGE ACCOMMODATIONS.

Office: 38 East Fourth Street

Pooled Cars Distributed Two Warehouses Fireproof on Ry. Trackage
 HIGH GRADE STORAGE ACCOMMODATIONS
 Merchandise and Household Goods
 Let Fidelity serve as your branch house.

The Men Who Distribute
Jack Frost Sugar

Read DISTRIBUTION AND WAREHOUSING
 and consult the Directory of Warehouses

ST. PAUL, MINN.

CENTRAL WAREHOUSE COMPANY
SAINT PAUL-MINNEAPOLIS

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

MERCHANDISE STORAGE

DISTRIBUTION COLD STORAGE

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

DISTRIBUTION SERVICE, INC.

100 Broad St. NEW YORK CITY 445 W. Erie St. CHICAGO 825 Third St. SAN FRANCISCO
Phone Bowling Green 9-0986 Phone Sup. 7180 Phone Sutter 3461

*An Association of Good Warehouses
Located at Strategic Distribution Centers*

ST. PAUL, MINN.

KEDNEY WAREHOUSE COMPANY

8th and John Streets

OUR ST. PAUL PLANT—is modern with complete warehouse facilities, assuring up-to-date service and care for—

STORAGE AND DISTRIBUTION

Merchandise—Household Goods

Modern warehouses also at Minneapolis and Grand Forks

ST. PAUL, MINN.

In St. Paul—

St. Paul Terminal Warehouse Company
provides complete storage and distribution services for the Northwest market for many of the largest national distributors.

In Minneapolis—

Minneapolis Terminal Warehouse Company
offers identical services and facilities under the same management. We invite your inquiries.

JACKSON, MISS.

RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution **MERCHANDISE**

Experienced Organization and Equipment for

MOVING, PACKING AND STORING HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co., Low Insurance Rate

MOTOR TRUCK SERVICE

JOPLIN, MO.

Tonnies Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

The Men Who Distribute

Cleveland Tractors

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

The Men Who Distribute

Library Bureau Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

KANSAS CITY, MO.

In Kansas City

it's the **A-B-C FIREPROOF WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

"THE HEART OF AMERICA"



DAMS

TRANSFER & STORAGE CO.

228-236 West Fourth Street.

"Surrounded by the Wholesale District"

Merchandise Storage—Low Insurance Rates—Pool Car Distribution—Freight Forwarders and Distributors—City Delivery Service, twice daily—Prompt and Efficient Service—Excellent System of Stock Records and Reports.

Members: American Chain of Warehouses, American Warehousemen's Association, Traffic Club of K.C., Kansas City Chamber of Commerce, U.S. Chamber of Commerce.

Write us for Information and Rates

RESPONSIBLE
RELIABLE
REASONABLE

KANSAS CITY, MO.

CENTRAL STORAGE CO.

PROVIDES

"Kansas City's Best Warehouse Service"

PACKAGE STORAGE—OFFICE SPACE

SPACE LEASES—TRUCK DELIVERIES

POOL CARS DISTRIBUTED—LOW INSURANCE

TWO CENTRAL LOCATIONS

Main Office and Plant—1427 West 9th St.

In Center of Wholesale and Freight House District

Downtown Warehouse—2004 Grand Ave.

In Retail District—Close to Union Station

"50 YEARS OF KNOWING HOW"

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT

Operating

Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

KANSAS CITY, MO.

MONARCH STORAGE

1818 E. 31st St.
KANSAS CITY, MO.

DAN P. BRAY, Pres.

KANSAS CITY, MO.

W. E. Murray Transfer & Storage Co.

Modern Fireproof Warehouse with private siding on terminal tracks connecting all Railroads.
Distribution and Storage Merchandise and H. H. Goods.
Pool Cars Promptly Handled and Reports Mailed in.
Motor Truck Service, City and Interurban.

LOWEST INSURANCE RATE IN KANSAS CITY
2015-17-19 Grand Ave. Kansas City, Mo.

KANSAS CITY, MO.

Member { American Warehousemen's Assn.
Missouri Warehousemen's Assn.
K. C. Warehousemen's Assn.

RADIAL WAREHOUSE COMPANY**POOL CAR**

Shipments Forwarded Without Drayage Charge

MERCHANDISE

Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

KANSAS CITY, MO.



WICHITA, KANSAS

KANSAS CITY, MO.

Write for our booklet
"DISTRIBUTION FACTS FOR TWO BIG MARKETS"

KANSAS CITY, MO.
2114 Central St.

WICHITA, KANS.
815 East 2nd St.

Member of A. W. A.

KANSAS CITY, MO.

WALNUT STORAGE

"Right in the Midst of Business"

2020-22-24 Walnut St.

New York Rep.: George W. Perkins
82 Beaver St. Tel. Beckman 8065

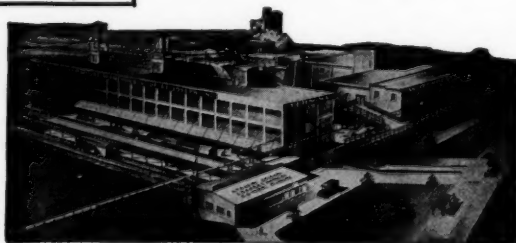
MARSHALL, MO.

For Speedy Deliveries

BROOKS TRUCK CO.

Fast Freight and Refrigerator Truck Service
from Kansas City to Marshall, Mo., and 35 other towns East of K. C.
Water and dirt proof vans. We also distribute carloads from Marshall
to intermediate points. Storage facilities.

ST. JOSEPH, MO.



**L. C. L. DISTRIBUTION WITHOUT CARTAGE
SAVES YOU REAL MONEY**

See Directory Number (Page 277)

**TERMINAL WAREHOUSES OF
ST. JOSEPH (MO.), INC.**

ST. LOUIS, MO.

-in St. Louis

Operating—

Langan & Taylor

Storage and Moving Co.

R. U. Leonori

Auction and Storage Co.

New York

Storage Company

J. Brown

Storage Company

American

Storage and Moving Co.

5 great household storage and moving companies are
owned and operated by this single organization—con-
centrating strength and facilities and bettering service.

In addition to these, we have leased an 80,000 sq. ft.
capacity warehouse on the Missouri Pacific & Frisco R.
R. for consolidation of shipments and merchandise
storage.

**GENERAL
WAREHOUSING COMPANY**

Office
M. W. NEEDRINGHAUS, Pres.

4908 Delmar Ave., St. Louis, Mo.

ST. LOUIS, MO.



Our Facilities for
DISTRIBUTION & WAREHOUSING

Household Goods Are Unexcelled
Your Interests Will be Safely Guarded

ST. LOUIS MO.

Lincoln Warehouse

LEE ORCUTT, President

1723 Locust St.

Saint Louis

Personal attention with tact and courtesy
to customers.

Collections and claims handled rapidly.

Our staff of movers and packers are
white men.

ST. LOUIS, MO.



S. N. Long Warehouse
ST. LOUIS

"Business Making Service"



ST. LOUIS, MO.

In ST. LOUIS, It's THE MART

A complete public warehouse and branch house service. Lowest insurance rate in St. Louis District. No drayage on in or out-bound less-carload shipments. St. Louis rates apply to and from the Mart warehouse with no additional switching charges.

Features of the Largest, Most Modern Warehouse in St. Louis

Trackage for 120 cars daily, with covered docks to protect merchandise. Covered docks for 50 trucks, eliminates delays for customers calling at warehouse with their own equipment. 80-foot private street along truck docks prevents traffic congestion. 10 high-speed, self leveling elevators with capacities up to 9 tons. Steel and reinforced concrete construction, fireproof and completely sprinklered.

ST. LOUIS MART, Inc.
Terminal Warehouse Division
STATE AND U. S. CUSTOMS BONDED

ST. LOUIS TERMINAL WAREHOUSE CO.



Largest Warehouse Organization in St. Louis

(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

926 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

BUTTE, MONT.

CHRISTIE TRANSFER AND STORAGE CO.

TWO WAREHOUSES—VAULT STORAGE
POOL CAR DISTRIBUTING, FORWARDING, FREIGHT
630 Utah Ave. and 802 So. Arizona St.,
Butte, Montana
Member, A.W.A.—N.F.W.A.—Tfr. & Stgmen's Assn. of Mont.

HASTINGS, NEBR.

1876

1932

Borley Storage & Transfer Co., Inc.

Pool Car Distribution
FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL OF THE
CENTRAL PART OF THE STATE

LINCOLN, NEB.

SULLIVAN

Transfer and Storage Co.

This concern has been cooperating with shippers since 1903. Our service satisfies because satisfaction has always been our aim. 32,400 sq. ft. of fireproof and 25,000 sq. ft. of semi-fireproof space is available for storage of Hhg. and Mdse. Our motor truck and team service will take care of your city and interurban deliveries. We distribute pool cars of Mdse. and Hhg. Consign shipments via any railroad entering city. Switching free.

We Transfer Mdse.—Hhg.—Paper—Wire
301 No. 8th St. Pres. and Mgr., W. H. Sullivan

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE
Member: A. C. W.

OMAHA, NEB.

Member of N. F. W. A.—A. W. A.

FORD BROS

Van & Storage Co.



Moving, Storage, Crating, Pool Cars, Moth Proofing, Merchandise—just a few of the items included in our modern service.
Fireproof warehouse. Ray A. Ford, President; Roy V. Ford, Treasurer. Use our service!



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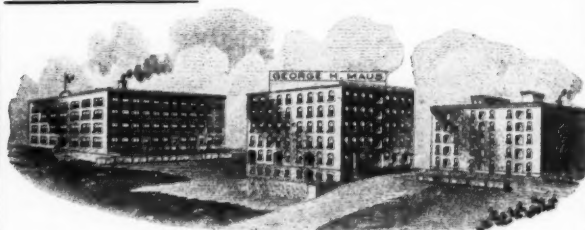
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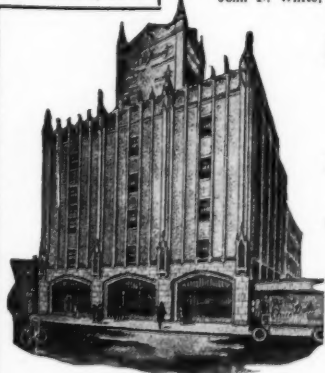
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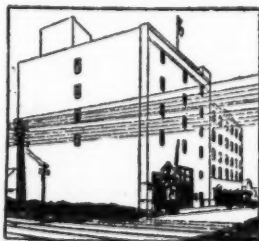


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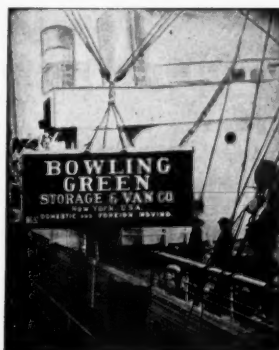
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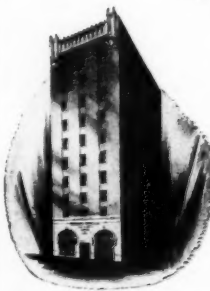
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The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low Insurance rates. Prompt remittances. Located in the heart of New York.

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"SERVICE THAT SATISFIES"

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Centrally located we
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Some businesses live in the past,
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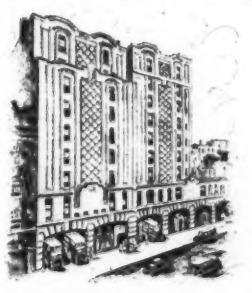
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Modern Fireproof Buildings
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Personal Supervision



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SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO

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1187 to 1201 Third Ave.
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General Distribution and Freight Forwarding
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IDEALLY LOCATED
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Adjacent to All Piers, Jobbing Centers
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Unusual facilities backed by 15 years of freight
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Expert handling—domestic or foreign.

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New, sprinklered building, low insurance.

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Fireproof Throughout

Flagg Storage Warehouse Co.

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Protected by Automatic Sprinkler

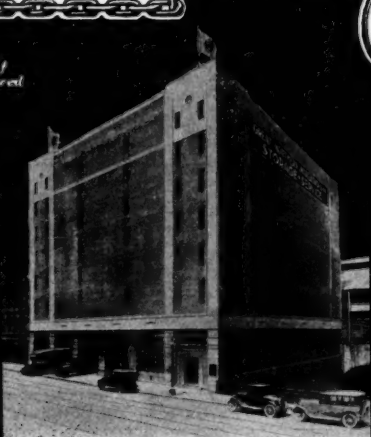
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SINGLE
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DOUBLE
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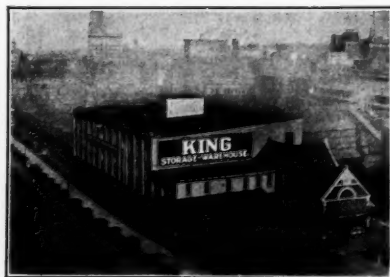
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Household Goods Storage, Packing, Shipping, Pool Car Distribution.
Personally supervised service.

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100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for
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The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

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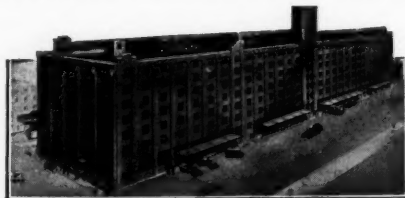
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Prompt and efficient services.

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Pool Cars

Inter-City Truck Depot



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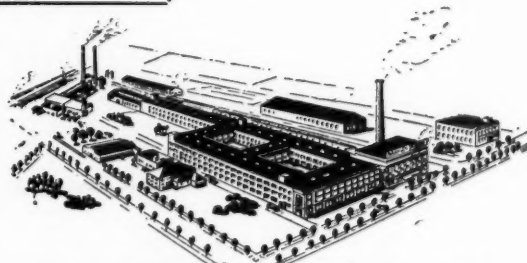
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and DISTRIBUTIONF
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*Long Distant Movers and Contract Haulers*REGULAR SERVICE TO
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Established 1864

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MERCHANDISE STORAGE AND DISTRIBUTION
MOTOR TRUCK SERVICE

Private Siding Big Four R. R. Free Switching All Roads

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Only Warehouse in Lakewood

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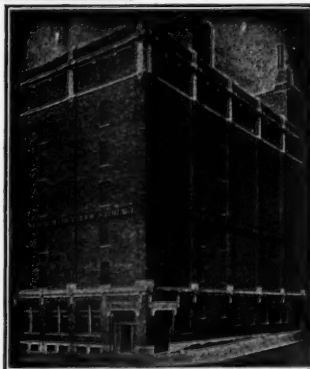
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ShippingHousehold Goods
Exclusively

Member National Furniture Whsemen's Assn., Ohio Furniture Whsemen's Assn.

Value When You Go To
PHILADELPHIA

600 ROOMS
BATHS

A ROOM and
A BATH
For TWO and
A HALF

\$2.50 SINGLE
WITH BATH

\$4.00 DOUBLE
WITH BATH

HOTEL
PENNSYLVANIA
39th and CHESTNUT STS., PHILADELPHIA

TOLEDO, OHIO

**EVERY MODERN
WAREHOUSE FACILITY**

MERCHANDISE STORAGE
DISTRIBUTION

POOL CAR HANDLING

STORE DOOR DELIVERY

COMPLETE SERVICE

Great Lakes Terminal Warehouse Co.
of Toledo

355 Morris Street

PRIVATE SIDING NEW YORK CENTRAL AND B. & O. R. R.

TOLEDO, OHIO

**Let "RATHBUN" Do It
THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l P. W. Assn.

TOLEDO, OHIO

TOLEDO TERMINAL WAREHOUSE, INC.
128-138 Vance St.

Merchandise Storage and Distribution

Excellent Service

Member A. W. A.

TROY, OHIO

"21 YEARS OF SERVICE IN DISTRIBUTION"

CITY TRANSFER & STORAGE CO.

Two Private Sidings—Big Four and B. & O. R.R.

Our Own Fleet of Motor Trucks for Local and
Intercity Deliveries

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.

EST. 1887

CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

ENID, OKLA.

The Enid Transfer and Storage Co., Inc.

Located on a spur of the St. Louis and San Francisco Railway Co., in a three-story brick and reinforced steel building, is equipped with sprinkler system of fire control. Centrally located, a favorable rate set-up prevails for entire area embracing Northern and Northwestern Oklahoma and Southern and Southwestern Kansas. Daily freight or express service is available to nearly all points in the above section.

202-206 East Maple Street

Enid, Okla.

There is no situation as dangerous as that of the advertiser who has arrived and sits back to enjoy his well-earned days of business ease.

OKLAHOMA CITY, OKLA.

Member A. W. A.

Commercial Warehouse Co.

Exclusive Merchandise Storage

Pool Car Distributors

Free Switching

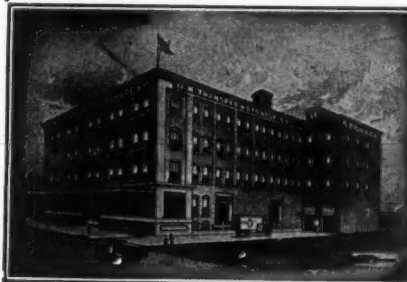
16c. Insurance

OKLA CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.

General Warehousing and Distribution



MOTOR
TRUCKS
& TEAMING

HOUSEHOLD
GOODS

MERCHANDISE

MEMBERS
NFWA, A.W.A.,
Am. Grain Dist.
Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

Merchandise Warehousing

Pool Car Distribution

Free Switching
Private Trackage
P. O. Box 1222

50,000 Sq. Ft.
Floor Space.
Fireproof

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
2-4 East California Avenue

We Solicit Your Accounts for Transfer and Storage
Members of American and National Warehousemen's Associations

TULSA, OKLA.

Federal Storage Company

GENERAL WAREHOUSING & DISTRIBUTION

CLOSE TO RETAIL DISTRICT

LOW INSURANCE SPRINKLER SYSTEM

MEMBERS—A.W.A., N.F.W.A., T.S.W.T.A.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association

The Men Who Distribute

Hoosier Kitchen Cabinets

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

TULSA, OKLA.



Fire Proof Warehouse
Merchandise and Household Goods Storage
Oklahoma's Leading Warehouse
Tulsa Terminal Storage & Transfer Co.
8 N. Cheyenne Tulsa, Okla.
Members A.W.A., N.F.W.A., A.C.W.

WOODWARD, OKLA.

Shugart Transfer and Storage

MOVING, PACKING, SHIPPING
Receivers and Distributors of Freight in Car Lots
Private car siding, 2 Warehouses, for General Merchandise and Household Goods. Bonded and Insured Truck Service.
1002 Ninth St. Woodward, Okla.

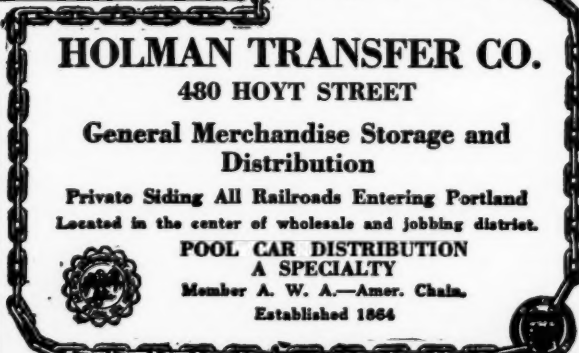
KLAMATH FALLS, ORE.

State No. 187 Licensed Bonded 1918
Frostproof
PEOPLES WAREHOUSE
"If Storable, We Store It"
Complete Distribution
MOTOR FREIGHT TERMINAL—S. P. TRACKAGE
Reference: Any Bank in Klamath Falls

PORTLAND, ORE.

W. H. McMurtry, Oper. Exec.
Colonial Warehouse and Transfer Co.
Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act.
Merchandise, Storage and Distribution.
Private Siding. Free Switching. Sprinklered.
480 GLISAN STREET

PORTLAND, ORE.



HOLMAN TRANSFER CO.
480 HOYT STREET
General Merchandise Storage and Distribution
Private Siding All Railroads Entering Portland
Located in the center of wholesale and jobbing district.
POOL CAR DISTRIBUTION
A SPECIALTY
Member A. W. A.—Amer. Chain.
Established 1884

The Men Who Distribute

Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PORTLAND, ORE.

J. H. CUMMINGS, Pres.
MERCHANDISE STORAGE & WAREHOUSING

Northwestern Transfer Co.

General Forwarding Agents
SPECIAL ATTENTION GIVEN TO POOL CARS
Our private siding is served by all railroads
175 15th St., North, PORTLAND, OREGON

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established in 1948
474 Glisan Street Portland, Oregon
U. S. BONDED and PUBLIC WAREHOUSES
Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped.
Member A. W. A.
Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

**DISTRIBUTION
A SPECIALTY**

Low Rates Prompt Service
Commercial Accounts Only

Let us be Your Pacific Coast Agents
Complete Warehouse and Drayage Facilities—32 Motor Trucks
Just consign Your LCL or Carload Shipments

TO

RAPID TRANSFER & STORAGE CO., INC.
200-208 OAK ST.
PORTLAND, OREGON
and we will do the rest.

PORTLAND, ORE.

Rudie Wilhelm, Pres.
RUDIE WILHELM WAREHOUSE CO.
70,000 Sq. Ft. Fireproof Concrete Storage Space
ADT Automatic Sprinklered System
Household Goods and Merchandise Distribution
Portland Commercial Agents: Judson Fr't Fw'd'g Co.

BETHLEHEM, PA.

Send Shipments for Allentown, Pa.
ALLENTOWN, BETHLEHEM and EASTON, PA., to
F. G. Lazarus—20th Century Storage
Household Goods Packed, Stored and Shipped
General Merchandise Distribution
Pool Car Shipments
Direct R. R. Siding: Lehigh Valley
Members Penn. F. W. A.

BETHLEHEM, PA.

500,000 CU. FT. COLD
STORAGE
200,000 SQ. FT. DRY
& HOUSEHOLD
STORAGE



Serving
ALLENTOWN
BETHLEHEM
AND EASTON
Private Siding
LEHIGH & NEW
ENGLAND R. R.

LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY

15th Avenue, North of Broad St., Bethlehem, Pa.

CHESTER, PA.

SINCE 1874

Headley's
Express & Storage Co., Inc.
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping



JOHNSTOWN, PA.

I. D. REPLOGLE STORAGE CO.

438 HORNER ST.

Household Goods Storage, Packing, Shipping
General Merchandise Storage
Pool Car Distribution
Private Sidings. Specify B. & O. Delivery



DONORA, PA.

AL ZEFFIRO
TRANSFER & STORAGE

Gen. Offices: 8th St. and Meldon Ave.

Household Goods Storage, Packing, Shipping, General Merchandise
Storage and Distribution.
Specialists in Pool Car Distribution and Long Distance Hauling



LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

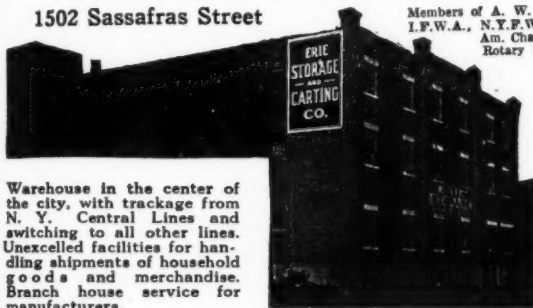
ERIE, PA.

ERIE

STORAGE & CARTING CO.

1502 Sassafras Street

Members of A. W. A.,
I. F. W. A., N. Y. F. W. A.,
Am. Chain &
Rotary Club



Warehouse in the center of
the city, with trackage from
N. Y. Central Lines and
switching to all other lines.
Unexcelled facilities for han-
dling shipments of household
goods and merchandise.
Branch house service for
manufacturers.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

Members P. F. W. A. P. S. W. A.

HARRISBURG, PA.

"Transportation Specialists"

CENTRAL STORAGE & TRANSFER CO.
11th AND STATE ST.

Pool Car Distribution Specialists.

Fleet of 25 trucks for local and long distance delivery.
Hauling of all kinds.

Household Goods and General Merchandise.
Daily truck connections to points within 100 mile radius.
Largest trucking concern in Central Pennsylvania.

NEW CASTLE, PA.

Keystone-Lawrence Transfer & Storage Co.

Packing, Crating, Storage and Shipping
of Household Goods

Merchandise distribution. Pool car shipments. Motor
trucks for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Whse. Assoc.

HARRISBURG, PA.

Pool Cars

Efficiently
Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's
Association, Penna. Furniture Warehousemen's Association

OIL CITY, PA.

CARNAHAN

Transfer and Storage

The most reliable transfer in Venango County. Fireproof ware-
house. Private rooms for furniture and pianos. General hauling.
Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

ATLAS

STORAGE WAREHOUSE COMPANY

FIREPROOF DEPOSITORIES

4015 Walnut St.

3939 Germantown Ave.

Member N. F. W. A., P. F. W. A. and C. B. & T. A.

HAZLETON, PA.

CHRIST N. KARN, Prop.

KARN'S AUTO TRANSFER

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping

Merchandise Storage and Distribution

Pool Cars Distributed. Local and Long Distance Hauling

Affiliated with the United Van Service

Members of N. F. W. A.



The Men Who Distribute

Golden State Milk Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PHILADELPHIA, PA.

Est. over 40 years.

FENTON STORAGE CO.**Absolutely Fireproof** 46th and Girard Ave.Cable Address "Fence"
P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.
LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of motor vans.

PHILADELPHIA, PA.

**MILLER NORTH BROAD
STORAGE COMPANY**

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A.

ADVERTISING
Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

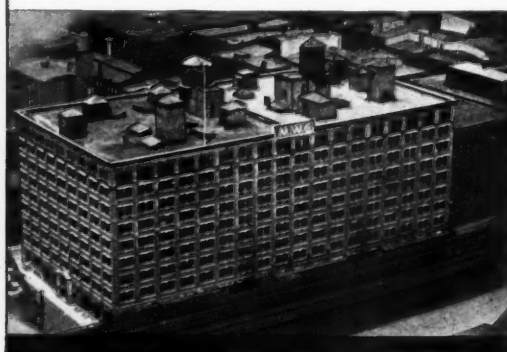
The Men Who Distribute

Oakley ChemicalsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

at Philadelphia

**MODERN
WAREHOUSES**
strategically located

in the various distributing centers throughout the city, provide 2,100,000 square feet of excellent storage space. Steel and concrete construction with complete sprinkler equipment enables patrons to enjoy the lowest possible insurance rates. We are especially equipped to handle economically; small shipments. The Pennsylvania Railroad makes and/or accepts delivery of L.C.L. shipments at River Front, Webb, Federal, Shackamaxon and West Philadelphia Stores. This eliminates drayage expense. As the foremost operators of public warehouses in Philadelphia we are equipped to furnish every kind of service incident to the handling of package freight. Write for booklet.

**MERCHANTS
WAREHOUSE CO.**

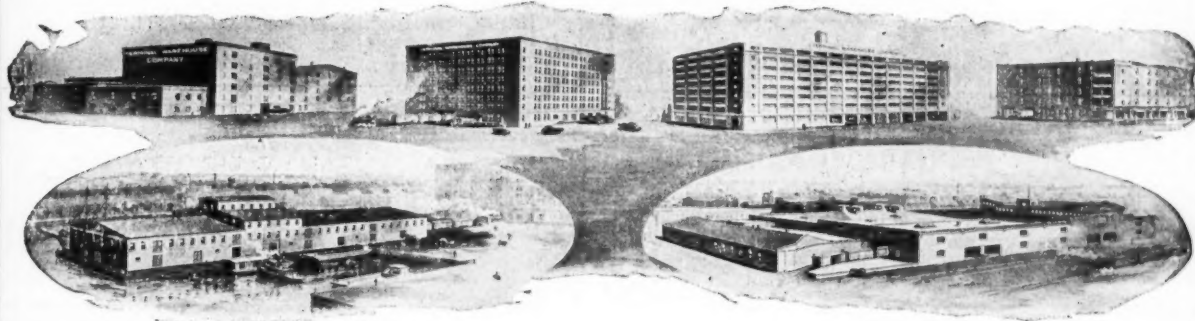
HARVEY C. MILLER, Pres.—GEO. M. RICHARDSON, Genl Mgr.—Treas.

GENERAL OFFICES

10 CHESTNUT STREET
PHILADELPHIA, PA.

PHILADELPHIA, PA.

13 Warehouses 68 Acres of Floor Space Sea and Rail
Trackage Facilities for 143 Cars. Reading R. R. Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. **PERSONNEL**—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY
DISTRIBUTION SERVICE, INC.

100 Broad St., NEW YORK CITY
Bowling Green 9-0986

445 W. WAB ST., CHICAGO
Phone Sup. 7180

834 THIRD ST., SAN FRANCISCO
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

1,750,000 Cubic Feet of Storage Space

in three large, modern warehouses two of which are FIRE-PROOF. Unusually complete facilities. Lowest insurance rates.

16 floors, 50' x 150' each, of dry, sanitary, fireproof compartments for household goods.

7 story slow combustion building with Pennsylvania R. R. siding for merchandise.

Large fleet of Local and Long Distance Vans. Expert packers and handlers. Let us serve you!

HAUGH AND KEENAN STORAGE AND TRANSFER CO.

Offices and Warehouses

Centre and Euclid Aves., Pittsburgh, Penna.

Member A. W. A.—N. F. W. A.

PITTSBURGH, PA.

Established 1904

HARRISON-SHIELDS CO.

General Offices: 1607 CENTRE AVE.

MERCHANDISE WAREHOUSING
AND DISTRIBUTION

Our Own Fleet of Motor Trucks for City and Suburban Deliveries

Negotiable Warehouse Receipts Issued

Reasonable Rates

Stocks Carried, Records and Reports made to Out of Town Concerns

POOL CAR DISTRIBUTORS

Our Facilities for Receiving and Distributing Freight are unsurpassed

Freight Office and Shipment Warehouse

Central Warehouse—Pittsburgh and Lake Erie R. R. Co. Smithfield and Carson St.

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses
Sprinkler Protected

Distributors
Penna. R. R. Siding

Kirby Transfer & Storage Co.

2538 Smallman St.

Pittsburgh, Pa.

PITTSBURGH, PA.

David V. and Edward A. Murdoch



MURDOCH

STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 Neville Street, Pittsburgh, Pa.

Branch Warehouse, Wilkinsburg, Pa.

The Men Who Distribute

Cornell Wood Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PITTSBURGH, PA.

Weber Express and Storage Company
INC.
HOUSEHOLD GOODS, STORAGE,
PACKING, SHIPPING

Pioneers of Long Distance Moving
4616-18-20 Henry Street
Insurance Provided

READING, PA.

COLUMBIAN WAREHOUSE COMPANY
Offices, 5th and Laurel
Merchandise and Household Goods Storage
and Distribution
Sprinklered—lowest insurance rate in city.
Penna. R.R. Siding. Pool Car Distribution.

READING, PA.

READING COLD STORAGE & ICE CO.
Elm and Reed Sts., Reading, Pa.
Harry C. Reber, Pres. & Mgr.
Merchandise Storage, Cold Storage,
Manufacturer's Distributors, Carload Distributors,
Railroad Siding
Distribution Center for:
Lebanon, Harrisburg, Pottsville, Pottstown, Allentown, Coatesville,
Etc. Member PSWA and AWA.

SCRANTON, PA.

Electric City Transportation Co.
Offices, 247 Franklin Ave.

Warehouse and Distribution Specialists
General Merchandise and Household Goods Storage. Regular daily
deliveries between Scranton, Wilkes-Barre and New York. Correspond-
ence invited.
Member U. V. S. Inc.

SCRANTON, PA.

R. F. POST
DRAYMAN & STORAGE WAREHOUSE
101-111 N. 7th St.
HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Company, Inc.
219 VINE STREET
Merchandise Household Goods
Complete Storage and Distribution Service
Storage in Transit
PRIVATE SIDINGS MEMBERS
D L & W D & H A W A N F W A

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.
31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding Pennsylvania R.R.


WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.
General Storage and Distribution
Prompt and Efficient Service
Milling-in-Transit and Pool Cars
19-35 New Bennett St. Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.
FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING
MERCHANDISE STORAGE and DISTRIBUTION
HOUSEHOLD GOODS—DRAYAGE
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.
FIREPROOF WAREHOUSE
Storage, Moving, Shipping
80-90 Dudley St. 

PROVIDENCE, R. I.



JONES
WAREHOUSES, INC.
Fireproof Storage
Experts in Handling Household Goods
Office, 59 Central St., Providence, R. I.
Storage, Packing, Moving, Shipping

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.
Storage Cotton and General Merchandise, Pool Car
Distribution. Lowest Insurance.
Trackage facilities 50 cars. Dockage facilities on
deep water.
Shipping directions South Providence, R. I.

CHARLESTON, S. C. and Columbia, S. C.

SHIP VIA MOTOR TRANSPORT

Regular dependable daily store door delivery service between Charle-
ston, Orangeburg, Columbia and following intermediate points:

Badham	Eutawville	Ridgeville
Bowman	Gadson	St. George
Branchville	Harleyville	St. Matthews
Brookland	Holly Hill	Summerville
Cayce	North	Swansea
Dorchester	Parlers	Vance
Ellora	Pregnall	Woodford
	Reevesville	

We specialize in car load distribution.
All Cargoes Insured.

CHARLESTON,
8 Hasell St.,
Phone 4698.

TERMINALS

COLUMBIA,
510 Gervais,
Phone 21169.

BOWMAN TRANSPORTATION COMPANY
Headquarters, Bowman, S. C.
Phone, 2.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Co.
Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

FLORENCE, S. C.

Established 1917

Privette & Mozingo
201 N. IRBY STREET

Moving, Hauling, Storage, Warehouse Distribution, Pool Cars handled
promptly, Private Siding (A. C. L.), Crating, Packing, and Long
Distance Moving.

SIoux FALLS, S.D.

FOR YOUR
DISTRIBUTION AND WAREHOUSING
IN SIOUX FALLS

**STRAHON
TRANSFER & STORAGE**

CHATTANOOGA, TENN.

20 YEARS SATISFACTORY SERVICE



ARROW
TRANSFER & STORAGE CO.



88,000 SQUARE FEET MODERN CONCRETE WAREHOUSE

KNOXVILLE, TENN.

**FIREPROOF STORAGE &
VAN COMPANY, Inc.**

Successors to Knoxville Fireproof Storage Co.
201-211 Randolph St.
Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittance
made.

MEMBERS
American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paul, Treas.



Rowe Transfer & Storage Co.

416-426 N. Broadway
Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution.
Fireproof Warehouse. Low Insurance.

Agent, Allied Van Lines, Inc.
Members N. F. W. A.—So. W. A.

MEMPHIS, TENN.

Pres. J. H. POSTON
Secy. and Treas. W. H. DEARING

**JOHN H. POSTON
STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.

DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.

MEMPHIS, TENN.

"SERVICE"

ROSE WAREHOUSE COMPANY

2-8 East and 2-12 West Calhoun Avenue
Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

NASHVILLE, TENN.

Storage and Transfer—All Kinds

**BOND
CHADWELL
CO.**

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

Successors to Durham Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

The PRICE-BASS CO.

Office and Warehouse:

194-204 Hermitage Ave.

Over 100,000 Sq. Ft. on Tennessee Central Railway
Tracks.

Equipped with Automatic Sprinkler.

Lowest Insurance Rate on General Storage in Nash-
ville.

Free Switching.

Distribution of Warehouse Stock and Pool Cars.

AMARILLO, TEXAS

Wm. C. Boyce, Pres. A. B. Ellison, Vice-Pres.
C. S. Oliver, Secretary

Armstrong Transfer & Storage Co., Inc.

Manufacture Distributors of Merchandise

BONDED WAREHOUSES

AMARILLO, TEXAS

Member S. W. W. & T. A. and American Chain of Warehouses

AUSTIN, TEXAS

SCOBEE

FIREPROOF

WAREHOUSE

AUSTIN, TEXAS

GENERAL WAREHOUSING DISTRIBUTION

BROWNWOOD, TEXAS

Johnson Storage & Distributing Co.

Most up-to-date warehouse in the City, of brick construction.
Storage of merchandise and household goods, pool car dis-
tribution. Subsidiaries, Johnson Motor Freight Lines. Oper-
ating daily service from Dallas, Fort Worth, Oklahoma City,
Coleman and Ballinger.

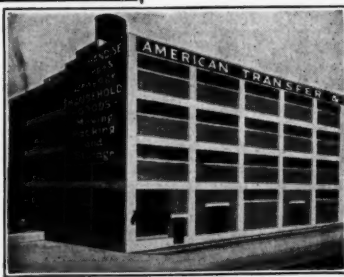
General Office of MOTOR FREIGHT LINE
260 West 15th St. Fort Worth, Texas

The Men Who Distribute
Swift & Co. Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DALLAS, TEXAS

REFERENCE: ANY DALLAS BANK



**BONDED
FIREPROOF
WAREHOUSE.
MERCHANDISE,
STORAGE,
DRAYAGE,
DISTRIBUTION.**

*Household Goods
Moved, Stored,
Packed and Shipped*

AMERICAN

TRANSFER & STORAGE CO.

K. K. Meisenbach

2312-20 Griffin Street

Jack Orr

DALLAS, TEXAS.

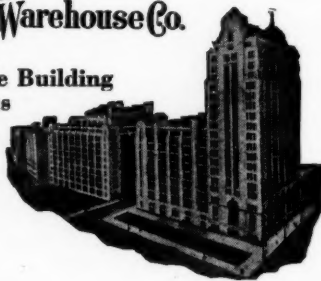
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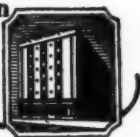
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